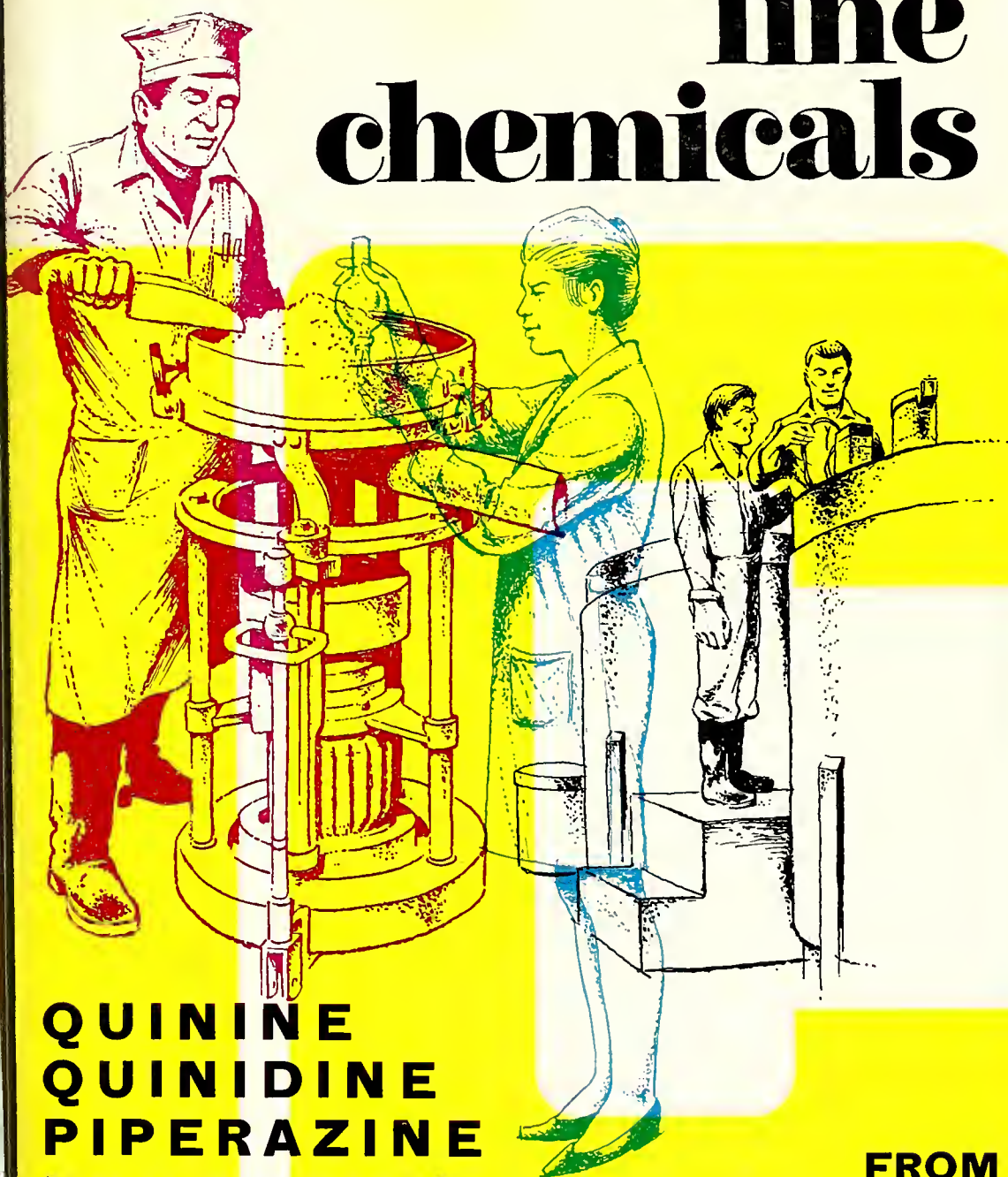


JUNE 27, 1970

CHEMIST & DRUGGIST

The newsworthy for pharmacy

fine chemicals



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**Weston and
self-service**

**Merits of
unit dose
packs**

**Optimism
at Boots**

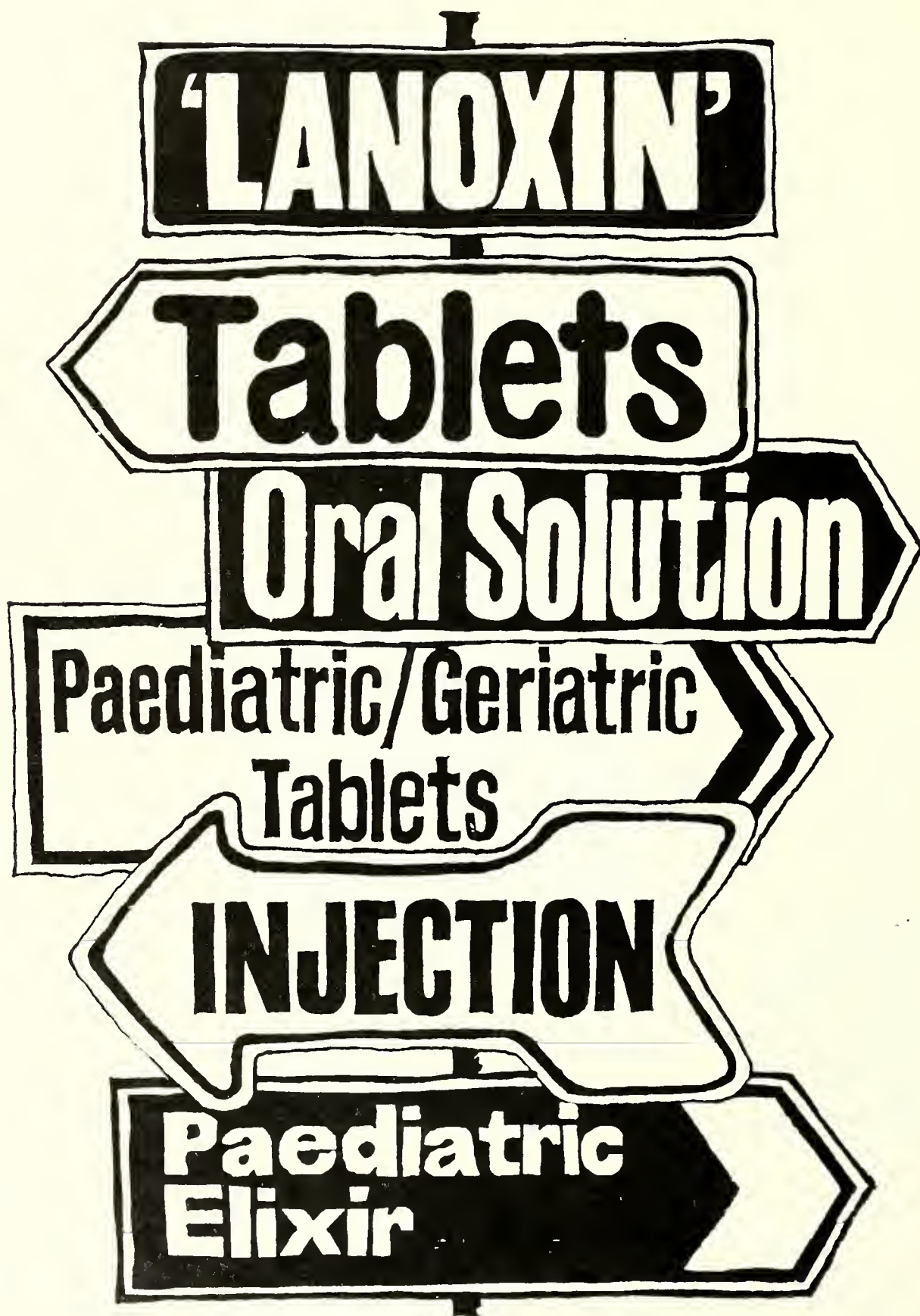
**Yardley
celebrate
bicentenary**

**Starpacks
awards 1970**

'Lanoxin': whenever digitalis therapy is indicated

Whatever the contingency there is a 'Lanoxin' preparation to meet it. Quality control throughout manufacture ensures pure, precise doses of digoxin in all presentations. 'Lanoxin' Digoxin

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CHEMIST & DRUGGIST

111th year of publication Vol. 193 No. 4714

The newsworthy for pharmacy

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Editor Arthur Wright, MPS, DBA

Deputy Editor R. E. Salmon, MPS

Markets Editor W. S. Bowman, MPS,
MIPharmM

News Editor Stephen Hatcher

Technical Editor R. Baxter, BPharm, MPS

Information Services I. H. Cotgrove

Price List D. J. Davis

Art Editor Peter Hewitt

Design Ian Stuart

Deputy Publisher and Advertisement
Manager Leslie Davies

Advertisement Executives

J. Foster-Firth, MPS

D. P. Peevers

E. L. Sheard, 32 Wynford Rise, West Park,
Leeds LS16 6HX (Leeds 67-8438)E. A. Craig, 8 Merrylee Road, Newlands,
Glasgow S 3 (Merrylee 6356)

Classified Advertisements Carole Lowe

Production K. Harman

Subscription Manager A. A. Golding
01-777 8271

Publisher Donald Gaffney, MInstM

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Contents ©

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of Circulations

Mr Ellis Seillon, chairman of the Stanley Weston Group, who are introducing a degree of self-service (see page 978)

FATTER MARGINS FOR YOU!

**White Laboratories Ltd. announce
immediate new extra trade margins
with no retail price increases
(plus big winter pastille bonus)**

	List s. d.		Tax s. d.		New Retail Margin s. d.		Extra Margin s. d.		Retail Price Each s. d.	
Rinstead Pastilles	38	4	13	4	16	4	+	8	2	10
Rinstead Ulcagel	26	7	9	3	12	2	+	5	4	0
Meggezones	19	8	6	11	8	5	+	4	2	11
Jun. Meggezones	18	0	6	3	8	9	+	7	2	9
Mini Meggezones	13	9	4	9	5	6	+	3	2	0
Diafrutes	22	0	4	7	9	5	+	3	3	0
Glycerin & Blackcurrant	17	3	3	7	9	2	+	1 1	2	6
Glycerin Lemon										
& Honey Pastilles										
Menthol & Eucalyptus, Smokies, Catarrh, Cherry Cough & Glycerin of Thymol Pastilles	17	3	6	0	8	9	+	5	2	8
Dyspepsia 50's	17	4	6	1	8	7	+	2	2	8
Dyspepsia 250's	37	3	13	0	18	9	+	3	5	9
Feen-a-mint 12's	18	3	6	4	8	5	+	4	2	9
Feen-a-mint 24's	35	0	12	2	15	10	+	8	5	3

No Change
to Retail
Prices

**New margins apply only to minimum £7.10.0d. order (for P.T. concession) purposes.
Ask your White Laboratories Representative for the new price list.**

**Big Winter retail bonus on Meggezones
& Blue Special pastilles**

All mixed pastille retail orders on above lines received
by September 30th 1970 qualify for following bonuses:—
4- 7 dozen mixed Pastilles.....13 to dozen
8-11 dozen mixed Pastilles.....14 to dozen (one
pack taxable)

12 dozen or more mixed Pastilles plus special quantity
offer on mixed Pastilles.....15 to dozen
(two packs taxable) (Details of special offer on request
from White Laboratories' Representative.)

**HURRY & GET UP TO
53% MARGIN ON SALE**



**WHITE LABORATORIES LTD.,
PENARTH St., LONDON, S.E.15.**

Acne remedies and 'travel pills' under fire

Sharp criticisms of the makers of acne treatments and of "travel pills" are contained in the July issue of *Focus*. The former are blamed for extravagant advertising claims, the latter for not giving sufficiently prominent warning of the dangers of their products.

Ten acne treatments were examined with the aid of a dermatologist and, in some cases a public analyst to check their claims and their likely effects. Only two, Torbetol and Clearasil Medication were considered to contain a medically accepted ingredient in a large enough quantity to have any effect on acne.

The other products examined were "acne solution" sold by mail order by Biogenics Company, Buckingham Gate, London SW 1, Sylvakleer, DDD Prescription, Clearasil Afterwash, Noxzema, Valderma, Clarke's blood mixture, Christy's face pack and Simple soap.

Focus comments on the fact that only two manufacturer's were prepared to supply details of any recent clinical tests and that in some cases prices were out of all proportion to production costs.

It feels that most manufacturers are keeping just on the right side of the Code of Advertising Practice indicating weakness in the Code.

A statement from the dermatologist employed admits that the main benefit of acne treatments is likely to be a placebo effect. "The one preparation that contained sulphur, combined with frequent washing, would be more beneficial than the general purpose preparations whose 'treatment went out with the hansom cab'."

Treatment

He recommends that acne, being a disease, ought to be treated by a doctor but "it frequently happens that the harassed GP cannot be bothered with spotty adolescents."

Manufacturers of "travel pills" are assailed, in an article compiled with help of Dr. Andrew Herxheimer, London Hospital Medical College, for the "chaotic" situation regarding inclusion or exclusion of cautions on their products.

The article states that travel sickness tablets should never be

given without medical advice to children under three but only Sereen of Boots Pure Drug Co Ltd actively warns against doing so.

The remedies are criticised for not carrying a warning about the risk of alcohol increasing the drowsiness that can be caused by "all preparations."

The article points out that only Sereen, containing hyoscine and Marzine, an antihistamine carry a warning against use in pregnancy. It recommends that if something must be taken a hyoscine based tablet or Avomine should be chosen.

There is also criticism that warnings that are carried often appear only on the box or leaflet, which are likely to be thrown away, and not on the container itself.

Dosage recommendations are said to be "equally careless." *Focus* warns parents to keep all travel sickness tablets out of the reach of children and only to give them to a child under three on medical advice.

Gordon Miller disclaimer

Gordon Miller Ltd, Wallington, Surrey, believe that representatives of a nationally-known company — also in the electric shaver field — have been informing retail accounts that Gordon Miller are going out of business and are to lose the agency for the Executive shaver made for them in Austria.

The managing director, Mr P. A. Ballard, states that, far from going out of business, the marketing of the Executive Range, has never been in a healthier state, and in fact, large sales increases are being achieved, and further marketing increases are under way.

He also stresses that the Professional electric shaver is currently available only from Gordon Miller, and there is no connection whatever between Gordon Miller and companies marketing other brands.



Wilkinson Sword have won the 1970 Mercurio d'Oro, Italy's top international marketing award. Here, Mr Peter Randolph, chairman of Wilkinson Sword Ltd (right) is seen at the presentation in the Promoteca Hall of the Capitol in Rome receiving the award from Signor Salizzoni, secretary for industry and trade. Also in the picture are Sgr Fiorentini, president, Latium Industrial Committee, and Mr Mike Murphy, European marketing director, Wilkinson Sword.

Bi-centenary celebrations for Yardley

In a riot of colour, sound and movement, Yardley held their bi-centenary grand celebration ball at the Albert Hall, London, on June 19.

Around 3,000 Yardley employees and their guests were present, and a fleet of nearly 60 buses brought production and administrative workers from the company's unit at Basildon, Essex.

Mr Eric Morgan, in a brief speech of welcome, told the company that the bi-centenary was an occasion to celebrate a great achievement and to demonstrate confidence in their ability to achieve continued success. He read a telegram of congratulations from Mr Gardner and members of the Gardner family, and said that the company owed a great deal to the Gardners for their foresight and innovation that had ensured the prosperity and expansion of the company.

Yardley was founded in 1770 as a soap business by a man named Cleaver. Around the beginning of the 19th century it passed by marriage into the Yardley family, who at that time made swords, buckles and spurs. The Yardleys expanded and promoted the fine soap business.

Eventually, when the firm again changed hands, the Gardner family diversified into cosmetic and toiletry products. It is now a subsidiary of British American Tobacco. Its products are sold in 130 countries

throughout the world and there are 14 overseas factories.

As part of the bi-centenary celebrations, the company is arranging an exhibition to illustrate the history of Yardley and show how the company views the next 200 years in fashion and beauty. It opens in London in September.

A commemorative book is also being produced which will highlight past and present achievements and predict future trends.

Excursions booked up

The Leeds local committee of the British Pharmaceutical Conference announce that they are unable to accept any more applications for the following conference excursions:

Monday: 1, Harewood House; 3, Pharmaceutical Packaging Ltd.

Tuesday: 7, Haworth Parsonage; 9, Visit to Montague Burton Ltd.

Wednesday: 13, Haworth Parsonage; 15, Visit to Gibbs Proprietaries Ltd.

The committee recommend the following alternative excursions:

Monday: 2, Bramham Park.

Tuesday: 6, Nostell Priory.

NPU meeting is cancelled

The National Pharmaceutical Union has cancelled the area meeting due to have been held at Cambridge on June 28. Response to invitations was "disappointing."

It is intended to hold a meeting in the early autumn instead.

Two pharmacists are removed from the Society's Register

The names of two pharmacists were removed from the Register when the Statutory Committee of the Pharmaceutical Society of Great Britain met on June 10 and 11, for the first time under its new chairman, Sir Gordon Willmer.

The first case involved a complaint from the Council of the Society which alleged that on July 20, 1968, at 356 Portobello Road, London W10, Mr Leslie Shaw, as pharmacist superintendent of Shaw and Watkins Ltd, and as pharmacist in charge of the business at that address, made a sale of tablets containing amylobarbitone and of tablets containing dexamphetamine sulphate in two brown envelopes and without prescription. There were other charges which the committee regarded as of relatively less significance it was stated.

Giving the decision, Sir Gordon said that a teenage boy had been discovered by the police to be in possession of drugs in plain buff envelopes.

Bulk supply

Mr Shaw, by way of explanation, had told a circumstantial story that in 1962 an Indian who was understood to be a doctor who qualified in Calcutta, prescribed for the boy's mother "what I can best describe as a bulk supply of drugs sufficient to last for a period of six years."

"An arrangement was made that she was to pay £8 by instalments for these drugs, which she did. He says that thereafter he continued to keep the bulk supply but delivered relatively small amounts from time to time as she required them, she continuing to pay a pound a time on each occasion when she demanded a further supply of drugs.

"He says that the supposed Indian doctor was known to him personally, but that he never made any attempt to check whether he was duly qualified to write such a prescription. He accounts for his inability to produce the alleged prescription by pointing out that other premises which he ran prior to carrying on business in Portobello Road, were burgled in 1967 and not only did he lose lots of valuable drugs but he lost his prescription book and a number of prescriptions, including the

prescription for this particular supply of drugs."

The committee was unable to accept the explanation and said that the regular supply of the drugs to the boy's mother, often through the boy, without making the necessary check amounted to misconduct. The committee felt it had no alternative but to strike Mr Shaw's name from the Register.

In the second case, the committee removed the name of Mr Donald Ernest Charles Roberts who had been convicted of three offences of using instruments unlawfully with the intent of procuring the miscarriage of a woman. The offences took place in the back room of his pharmacy at 143 Stoke Road, Gosport.

In evidence, it had been said that Mr Roberts had examined a woman with a vaginoscope and lamp in "trying to diagnose" whether she was pregnant.

Member quits the Society

A pharmacist due to come before the Statutory committee had resigned his membership of the Society, the committee were told. Mr Howe said there was no provision compelling him to remain a member.

The chairman said "the whole of his past conduct" might come under review if he sought to return to the Register, however.

Supervision irregularities

Supply of poisons to inspectors of the Pharmaceutical Society or their agents when no pharmacist was present led to three pharmacists appearing before the Statutory committee.

In one case, the pharmacist had gone on holiday leaving cover by locums only from 9 am to 11.30 am and 5.45 pm to 7pm — times which "covered practically all the dispensing done in my shop." Mr Howe pointed out that "one cannot sell drugs of any kind, sche-



The grant of appointment and emblem of the Queen's Award to Industry 1970 were presented to Mr Harry Allen, Polaroid (UK) Ltd general manager, by the Lord Lieutenant of Dunbartonshire, Robert Arbuthnott, at a ceremony at the company's Dumbarton factory recently. After the ceremony more than 150 guests toured the factory. Here examining a sector of the film packaging line are Mr J. MacLeod Williamson, county convenor, Dunbartonshire; the Lord Lieutenant; factory manager Mr R. Maclean; and the machine supervisor.

duled items or not, without a pharmacist being present." The Committee administered an admonition.

In another case, sales of poison were made before the pharmacist arrived about 10 am, explaining that he had been making a delivery to a doctor. Sir Gordon Willmer, giving the committee's decision to adjourn the case for a year, said:

"It is not permissible to sell these poisons . . . unless you are personally present supervising the sale, and if you cannot be there no such sale must take place, and the best advice I can give you is that the shop ought not to be open at all."

The third case involved sales of poisons from a pharmacy which was also an off-licence. The wine counter was left open after the pharmacist had left at 6.30 pm and the sales were made by the assistant. There was no indication that the pharmacy section was closed, said the Society's inspector in his evidence.

Sir Gordon said the evidence disclosed a very undesirable state of affairs. The pharmacy was now closed, but the Committee would adjourn the case against the company concerned for a year and would want reports on the operation of its other pharmacies. The superintendent was also found guilty of misconduct for allowing the events to take place and the case against him was also adjourned for a year.

'No dose' scripts warning

The holding of an inquiry into a case against a pharmacist convicted of dispensing S4A poisons when no dose was given on the prescriptions, was "sufficient to bring it home to pharmacists that they have this very heavy responsibility and duty of protecting the public," the Statutory Committee decided on June 10.

No other action was taken against the pharmacist concerned, he having been fined a total of £255 plus costs of £21 at Bow Street Court.

The principal product involved was Drinamyl and it was said in evidence that there were a large number of these prescriptions, which appeared not to bear doses, for large quantities of known addictive drugs, and the doctors concerned were either known to prescribe for addicts or the quantity was sufficiently large "to put a pharmacist on inquiry."

In presenting the case, Mr P. St John Howe admitted to the chairman that there were many prescriptions where dosages have been omitted. "But the particular point here is that the substances concerned, the people who were supplying them and the quantities made these instead of being peccadilloes one could either overlook or sympathise with, matters which it was felt should be brought before the courts."

A Scottish revision course proposed for next year

A postgraduate revision course may be ready for pharmacists in Scotland early in 1971. Mr A. Roxburgh, chairman of the Pharmaceutical Society's Scottish Department gave that news to his members at the Department's annual meeting in Edinburgh on June 10.

In his review of the year Mr Roxburgh said that the Scottish Home and Health Department had agreed that pharmacists providing Part IV services under the National Health Service (Scotland) Act would be included in arrangements made under the Health and Welfare (Provision of Instruction) Regulations 1968.

It was hoped to have a pilot scheme organised and a course offered to pharmacists early in 1971, dependent on the necessary legislation being introduced.

In the autumn of 1970 a scheme of co-operation between pharmacists and the Scottish Health Education Unit would be attempted to find the response of both pharmacists and public.

It was hoped to provide each pharmacist with background information on the campaign together with a poster and a supply of hand-out leaflets.

Pharmacists had already co-operated with the Unit in the "Spring clean for safety" campaign in April. Reports were not yet all in, but response from the public had varied greatly, possibly according to the amount of local publicity given.

Representatives of the Executive were to meet Scottish Home and Health Department representatives shortly to discuss the proposed reorganisation of National Health Service administration.

At a meeting of the Executive held after the annual meeting, Mr Roxburgh was unanimously re-elected chairman and Mr J. MacLean vice-chairman.

Colour overtakes black and white

Colour photography is now more popular than black and white. According to estimates made by the Photographic Information Council the ratio of colour to black and white

photography in 1969 was two to one.

Total number of exposures was about 4 per cent more than in 1968. Sales of all forms of apparatus, however, declined during the year.

The Council, which has modified its figures for previous years' sales estimates that, at £95m, total expenditure on amateur photography exceeded the 1968 figure by £2m.

Film purchases accounted for £22.5m of the total, and processing expenditure in 1969 rose by £3.5m to £41.5m.

Broken down into categories expenditure on films was as follows:

	Purchase	Processing
Colour still films	£14.0m	£34.5m
Colour cine films	£6.0m	
Black & white films	£2.5m	£7.0m
	£22.5m	£41.5m

Total expenditure on colour photography was thus almost six times that on black and white.

Colour prints are now estimated to equal transparencies in popularity and form the fastest-growing sector of the market.

Retail value of apparatus sales, including tax, was:

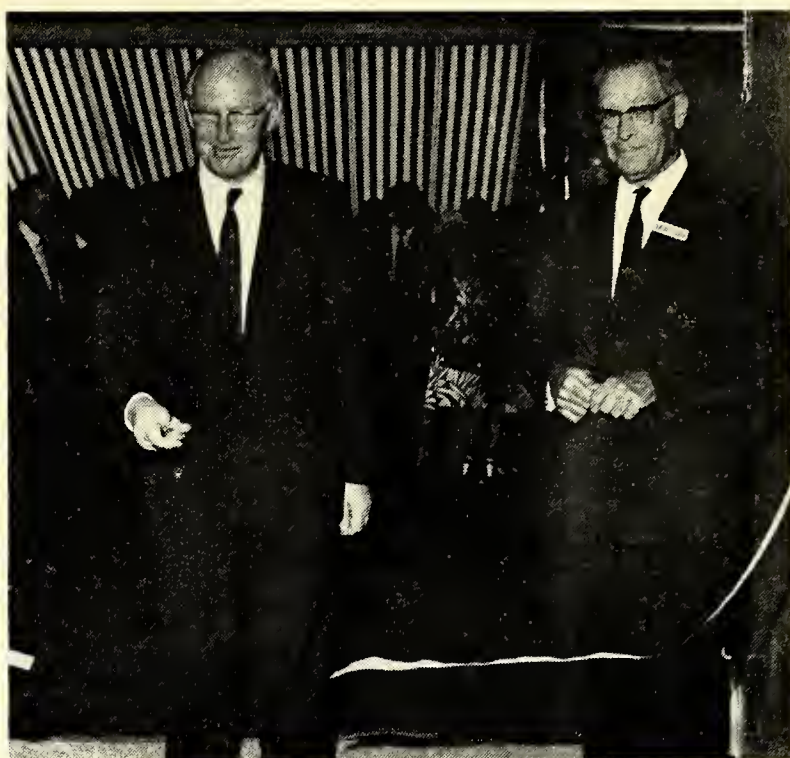
	1969	1968
Still cameras	£12m	£14m
Cine cameras	£4m	£5m
Still projectors	£4.5m	£5m
Cine projectors	£3.5m	£4m
Other equipment	£5.5m	£6.5m
	£29.5m	£34.5m

New Heriot-Watt graduates

Heriot-Watt University have announced the following successes in the BSc degree examination in pharmacy, June 1970, subject to confirmation by the senate:

First class honours: Carol A. Fiddler; Elizabeth K. Gunn; U. A. Patel; Linda J. S. Sinclair.

Second class honours (upper division): T. B. Brown; B. C. Gunn; H. C. S. Howlett; Marjorie Iveson; Anne E. P.



Lord Brown cuts the tape to open Berk Pharmaceutical's new factory at Shalford, Surrey (C&D last week, page 941). With him is Frederic Choppin, managing director of Berk Pharmaceuticals Ltd

Leven; Edith M. Lister; (lower division), Aileen H. Balfour; Sybil M. Bird; Susan D. J. Duncan; Aileen Mackay; Eileen E. Mitchell.

Third class honours: Maureen A. T. Anderson; P. G. Bassett; J. N. Boon; K. Chetty; I. L. Clark; Anne R. Crosby; D. J. Dalglish; Margaret E. Emms; R. H. Gillespie; A. J. Hetherington; D. King; D. Moir; C. A. Watson; P. W. Woods.

Ordinary degree: Mary L. Beattie; R. G. Turnbull.

Irish news

Industry's troubles with rising costs

Much as everyone would like to keep down the price of medicines, there was a definite limit to the capacity of the pharmaceutical industry to absorb rapid cost increases such as had been experienced over the past year and which continued unabated. This industry had to contend with exactly the same cost increases as others, said the chairman of the Pharmaceutical and Allied Industries Association Ltd, Mr E. J. Dover, in his address to the annual meeting of the Association in Dublin on June 11.

Production of the Irish pharmaceutical and allied industries was expected to double in the next five years said Mr Dover. Exports would increase from £25 million to £30 m in the

same period. Value of the industries' exports in 1969 was £14.3 million and in the present year they were expected to exceed £15 million. Exports to Britain in 1969 had increased by £900,000 to £3.75 m and those to Ulster had topped £500,000 for the first time.

Mr Dover added that contrary to popular belief, the cost of drugs represented a very small percentage of Government expenditure on the Health Services. Last year, medicines accounted for only £150,000 of the £4½ million claims made against the Voluntary Health Insurance Scheme.

Mr John McHale, director and general manager of Warner Lambert (Ireland) Ltd, was elected president for the coming year and Mr J. W. O'Farrell, managing director of Bayer Products' Co Ltd, vice-president.

Ulster report NHS figures

Prescriptions dispensed in Northern Ireland during March numbered 840,208 (543,682 forms). Total cost was £634,154, an average of 181.14d per prescription.

Corresponding figures in previous months were as follows: December 1969, 1,034,184, (657,838 forms); £726,571 (168.6d). January 1970, 1,083,404 (690,578 forms), £759,009 (158.14d). February, 824,576 (532,196 forms), £617,997 (179.87d).

PEOPLE

Sir Keith Joseph, the new Minister of the Social Services, has had a fairly wide experience of social work. He was Parliamentary Secretary, Ministry of Housing and Local Government, 1959-61, Minister of State, Board of Trade, 1961-62, Minister



of Housing and Local Government, Minister for Welsh Affairs, member of cabinet July 1962. He has also been chief opposition spokesman on social services, labour and trade at various times.

He was first elected member for North East Leeds in a by-election during 1956.

Mr Bernard Sparling, products manager of Vestric Ltd, Runcorn, has been appointed chairman of the Manchester Branch of the Institute of Marketing.

Mr John Bodenham and Mr Christopher Marsh are joining J. Floris Ltd after completing their study of perfumery in Switzerland and Grasse in the south of France. They represent the sixth generation of the family to enter the firm.

John Bodenham is nephew to Peter and son of Michael Bodenham, the present director, and Christopher Marsh, is a nephew of both.

Deaths

Munro: Recently, Mr James Smith Munro, aged 56, for 35 years in practice at 156 Union Grove, Aberdeen. Mr Munro qualified in 1936.

McFarlane: Recently, Mr Malcolm P. McFarlane, MPS, 27 Tailyour Crescent, Montrose, Angus. Mr McFarlane qualified in 1920.

Phillips: Recently, Mr William Samuel Phillips (former clerk and finance officer to the Executive Council for the City of Glasgow).

The Xrayser column

A bygone age

Though one has become inured to the disappearance from the everyday scene of pharmacies which have given long and faithful service to a community, there are still occasions when one reads of the demise of a particular pharmacy with a feeling that the loss is almost a personal one.

It is not necessary for one to have been actively connected with it. Indeed, in the case of the pharmacy described on page 956, I know only what I have read in your pages, and yet I feel that we have suffered a loss. We realise, when we give the matter thought, that time does not stand still; that the face of city, town and country undergoes change; that a populous centre which had not altered perceptibly for a hundred years has suddenly become depopulated, and the living heart of a community has been plucked out and its inhabitants "decanted"—who ever coined that heartless word?—into a new area which consists of towering blocks of flats.

And the pharmacist and the grocer, the butcher and the baker, find that their term of usefulness is at an end and they are compelled to make such alternative arrangements as may be open to them. That is no easy task, if all that they have has been sunk into the business, and the youthful activity and buoyancy have declined over a long period of selfless service.

But that is what is happening with increasing speed, and little thought is spared by the more fortunate for those who find themselves almost literally on a desert island, with demolition proceeding apace all around them.

But I have digressed from the matter which has led my thoughts into the byeways. The closure of the pharmacy at Amersham, for whatever reason, savours almost of tragedy, for it has witnessed, in its lifetime extending over five reigns, happenings of immense import in pharmacy. One need mention only two—the founding of the Pharmaceutical Society and, a century or so later, the birth of the National Health Service.

Colourful life

It is good to learn from the account of the Amersham pharmacy that so many of the records appear to be extant, and I hope that steps will be taken to ensure their preservation. The recipe book for 1856 resembles many of the period, but they must not be permitted to vanish from the scene, for the druggist and his apprentice of a century ago were in the mould of Autolycus, unrivalled as snappers up of unconsidered trifles, and their perseverance in recording such throws a great deal of light on the colourful and variegated tasks undertaken during long working hours.

One such volume is on the desk as I write. I knew its owner only through its pages. I was too late on the scene to make leather preserver or linoleum reviver, or a mysterious product called koumiss which, from its content of yeast and sugar, seemed designed to revive something other than linoleum and might even, if a success, call for the administration of a preparation containing hydrastis, cinchona, capsicum and ginger, described as a specific for drunkenness.

Or, if the specific were not sufficiently specific, resort might be had to "half a teaspoonful of ammon. chloride in a glass of water to restore a man to his mind and physical powers." One might even, in the absence of the species *Ursus* (and, of course, of laws relating to description of goods) produce bear's grease from lard, palm oil, cetaceum, bergamot and lavender.

Diverse activities

The druggist could (and did) make fly papers from arsenic and sugar; a solution for fireproofing or, in its regrettable absence, a solution to extinguish fires. One could curl hair, blacken a harness or bronze brass. The scope was boundless, the effort tremendous, and the pharmacist's reward—the book unfortunately remains silent about that.

Did anybody tell you we couldn't keep up the advertising support?

We can!

TV advertising continues right
through to September (we've already
3 new commercials in the can).

And there's another big bonus
starting right now.

Phone any of these numbers for details.

Southern Regional Manager

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Devon, Cornwall, Hampshire
& Dorset
W. London, Berks, Beds & Herts
N & E London, Essex & Suffolk
S & W London, Surrey & Sussex
S E London & Kent

Northern Regional Manager

Warwicks, Worcs, Staffs
Notts, Derby, Lincs, Leics,
E. Anglia
Liverpool, N. Wales &
Blackpool
N. East England, Durham &
Cumberland
Manchester & Cheshire
Yorks & Humberside

Major Accounts

OR get onto Les Boothright direct, at Arrid Extra Dry HQ: Folkestone (STD 0303) 55335

J. A. Quantrell, Tel: 01-527 4367

W. H. Davies, Tel: Cardiff (STD 0222) 34196

N. Bradley, Tel: Sidmouth (STD 03955) 4405

B. N. South, Tel: Hemel Hempstead (STD 0442) 52999

J. Ragan, Tel: Sth. Benfleet (STD 03745) 52132

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B. Wilson, Tel: Leyland (STD 07744) 21988

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M. Lee, Tel: 061-432 9181

W. Jones, Tel: Shipley (STD 0274) 57887

N. W. Wright, Tel: Sellindge (Kent) (STD 030381) 3018



COMPANY NEWS

Self-service plans at Stanley Weston

Self-service for most merchandise—with the exception of drugs, medicines, specialist cosmetics and photographic goods—is to be a feature of the retail development by the Stanley Weston Group Ltd.

Mr Ellis Seillon, in his first report to shareholders since becoming chairman (*C&D*, January 31, page 124), describes the establishment of a new retail development department as "the most important and significant happening that has taken place during the year . . . around which our future policy will evolve."

The main function of the department will be to "progress the growth of the group" by opening new, larger units. Its work is "well under way" and an expansion programme has been prepared.

By adopting self-service, says Mr Seillon, costs can be kept to a minimum and goods—including an ever-increasing number of "own name" products—can be sold at prices advantageous to the purchaser.

Two units of the new type are to be opened in August, at Stockport and Grimsby, and conversion of an existing branch is in hand at Farnham. Negotiations are in progress for similar units at Tottenham, Folkestone and Birmingham. It is hoped to open all three this year.

Group turnover in the first quarter of 1970 was ahead of last year. Pre-tax profit for the year ended February 28 was £249,684, compared with £404,652 for the previous 14 months.

Mr S. K. R. Patel, Streetly, Sutton Coldfield, a proprietor pharmacist and a Weston shareholder, is seeking nomination to the board. He feels that the company should not have experienced such a drop in profits and considers the board should be reinforced by "someone from outside." He is having discussions with other substantial shareholders.

Boots 'optimistic'

Retailing as a whole has suffered a year of near stagnation, with turnover up by 5 per cent but virtually no increase in volume, says Mr Willoughby R. Norman, chairman of Boots Pure Drug Co Ltd, in his report for 1969-70.

The company's world retail sales amounted to £224 million, an increase of 5½ per cent over the previous combined total for Boots and Timothy Whites. Nearly 100 small Timothy White pharmacies were closed, reducing volume but improving future profitability.

Mr Norman says that much of the re-organisation is now accomplished and a record increase in sales area is coming

into use — the company looks forward to better things in the current year.

On March 31, Boots were operating 1,503 branches and the Timothy Whites housewares chain had a further 193.

Sales of retail products not restricted to Boots outlets increased by 73 per cent, and wholesale sales of goods of Boots manufacture by 20 per cent to £5.4 m. Sales by overseas companies were up 8.9 per cent to a record £5.6m and direct exports 17.5 per cent to £4.47m.

Mr Norman concludes that although spending in shops is declining as a proportion of total consumer expenditure, retail sales in monetary terms are bound to be higher this year and the company expects the year to be considerably better. For trading profit and dividend, see *C&D* May 30 p 803.

New plant for Roche

The new £8 million fine-chemical plant of Roche Products Ltd, at Dalry, Ayrshire, is nearing completion.

It will include production units for the complete and large-scale synthesis of vitamin B₁ (thiamine) and the pantothenates, with full supporting facilities providing analytical control laboratories, storage for raw materials, intermediates and finished products, engineering workshops, power house, and attractive canteen amenities.

Commissioning of certain stages of the complex syntheses involved will commence shortly, and production of the finished products should be well advanced by the end of the year.

United Glass recovery

Nineteen sixty-nine was "a year of positive turnaround" for United Glass Ltd, say the directors in their annual report. A trading profit of £751,000 was recorded, compared with £4,000 in 1968.

All four divisions — containers, tableware, engineering and closures and plastics — contributed to the improvement, says the report, and the results are regarded as representing the first stage of recovery following the extensive re-organisation which took place in 1968.

Profit dip for Ashe

The ban on cyclamates had an adverse effect on the profits of Ashe Chemical Ltd in the year ended December 31, 1969.

Chairman Mr Cyril Young says in his annual statement that the prohibition necessitated the withdrawal from sale of one of the group's products resulting in direct stock losses and consequential losses on other associated products.

The situation was retrieved early in the current year, but, says Mr Young, "Had it not been for those unfortunate circumstances, over which the group had no control, the profits for 1969 would have been comfortably in excess of those for 1968."

In the event, group profits for 1969, before taxation and expenses in connection with the capitalisation of retained profits, amounted to £462,473, compared with £478,080 for the previous year.

Fisons move in Europe

Fisons Ltd are establishing a new European office at Louvain, near Brussels, to further the exploitation of Intal, their anti-asthma drug, in Common Market countries.

Mr J. C. Mottram, a director of the group's Pharmaceuticals Division, has been appointed pharmaceutical general manager for Western Europe, based in Louvain, while retaining his directorship of the Division.

Business briefly

Mr W. J. Beattie MPSNI has closed his pharmacy at 100 Peter's Hill, Belfast. The premises are being demolished to make room for a new ring road linking north and west Belfast.

Mr J. W. Buchanan MPS has opened a pharmacy at 22 Hampstead House in the new town centre shopping development, Basingstoke.

Odex Racasan Ltd: Chairman Mr J. H. Chandler says in his annual report that the group's target of profit from internal growth is "to maintain at least the same general pattern of annual increase as during the period 1964-9" (For trading results, see *C&D*, June 6, page 840.)

Mr Fursey M. Hanly MPSI Clonard, Kinnegad, co Meath, has opened a pharmacy in South Street, New Ross. Mrs Hanly, who is also a pharmacist, is daughter of Mr P. Killian, MPSI, Loughrea.

Appointments

Salter Housewares Ltd have appointed Mr Noel Wheeler as product manager (holloware).

Radiol Chemicals Ltd have appointed Mr Gordon S. Souter, MPS, assistant managing director. He will succeed Miss E. M. Smith as managing director on her retirement at March 31, 1971.

Alberto-Culver Co Ltd have appointed Mr Malcolm Pepper UK assistant marketing manager.

Berk Ltd have appointed Mr M. W. Parker and Mr G. W. Elsdon export managers in their new Overseas Commercial Operations organisation.

Mr Parker has hitherto been responsible for the development of Berk's exports to Western Europe and North America. In his new position he will concentrate on furthering their interests in South Africa and Australia and will also be responsible for trading interests in North America and the Far East.

Mr Elsdon is Berk's specialist in trade with Eastern Europe. He will now be responsible in addition for all aspects of trade with North African and Mediterranean countries.



NEW PRODUCTS AND PACKS

Cosmetics and toiletries

Creme Puff Plus

Max Factor's Creme Puff takes on "a new look . . . a new touch" . . . and becomes Creme Puff Plus (9s 9d). With its new emollients Creme Puff Plus is claimed to be the perfect answer for the woman with dry skin who has found an all-in-one make-up tricky to use. It is available in five complexion toning shades:— Fair Dawn, a gentle fair creamy tone; Tempting Touch, a warm natural shade; Candle Glow is a warm medium-olive shade, whilst Gay Glance is a light olive-tan. There are also Cool Copper, a deep, cool tan, and Translucent. With the new formula, comes new packaging, an attractive slim compact in tortoise-shell/mahogany with gold embossed design, complete with mirror and puff. (Max Fac-

tor Ltd, 16 Old Bond Street, London W1X 4BP.)

From Italy

The Marvin range of Italian cosmetic and treatment preparations is being introduced to the British public.

Marvin of Milan is a successful pharmaceutical company with established contacts with the Dermatology Clinic of Milan University. For every preparation Professor Crosti, the Director of the Clinic, issues a control certificate, which is said to be "both a guarantee of perfection and a symbol of the strictly scientific element which Marvin have introduced into the field of cosmetics."

At present, Marvin cosmetics are on sale in the United States of America, France and Germany, and there is an extensive range of preparations. In the UK it is the intention to sell through chemists, departmental stores and beauty salons. (Distributors, Norden Marketing Ltd, Cook Lubbock House, Waterside, Maidstone, Kent.)

Innoxia summer lines

Innoxia have added to their range deeper, darker make-up tones, a special summer lipstick and a new spray deodorant. The new foundation shade Sun Satin, is a tawny, deep copper tone, and is available in: Cream Satin foundation (for dry skins) (10s 6d); Liquid Satin foundation (for normal skins) (9s 2d); and Satin Bloom foundation (for greasy skins) (10s 6d).

Midnight Sun foundation shade is available in Satin Sheen all-in-one makeup (10s 9d). It is the deepest tone and is used when skin tone changes from "tender gold to warm toast."

Sable Tan is the new powder shade available in Spunsatin face powder (10s 10d) and Spunsatin cream powder (refill) (8s 4d).



On sale only until October is the new Innoxia lipstick shade Sun Shimmer Jewel-fast lipstick (6s 9d) described as a fragile, frosted apricot-beige.

The Free and Easy spray deodorant and anti-perspirant (11s 9d) was formulated "for those who prefer the swift, precise action of a spray-on deodorant." (Innoxia (England) Ltd, 436 Essex Road, London N1.)

Diagnostics

Amylase test in tablet form

Pharmacia have introduced Phadebas amylase test tablets for the estimation of amylase levels in body fluids eg in the investigation of the acute abdomen and hypo- and hyper-secretory pancreatic states.

In each tablet, a compound of an insoluble starch and Cibacron blue is mixed with buffering agents. Contact with water produces rapid disintegration. With the addition of fluid containing alpha amylase the insoluble material is broken down into soluble blue fragments. The amount of blue colour released into the solution is proportional to the concentration of amylase present. The alpha amylase concentration is determined by measuring the optical density of the solution, deducting a blank value and reading the result off the calibration curve provided with each bottle of tablets.

Presentation is a bottle of 50 tablets (66s trade). (Pharmacia (GB) Ltd, Paramount House, 75 Uxbridge Road, London W5.)

Slimming

New from 'Bisks'

Fisons have added two more varieties to their range of meal-replacement biscuits for slimmers. Bisks chicken flake are square, flaky biscuits with a chicken-flavoured cream filling. Three plus a glass of milk are said to make a satisfying meal replacement. They come in economy 4-meal packs (4s 9d) and handy single meal slide packs (2s 3d) which slip easily into handbag or pocket for a packed lunch.

Bisks Vienna wafer comprise triangular, chocolate covered, wafer biscuits sandwiched together with two layers of cream filling. Four plus a drink of tea, coffee or milk make a replacement for those with an incurable sweet tooth. Again they

Continued on page 980



continued from page 979

come in economy-size four-meal (6s 6d) and single-meal (2s 6d) packs.

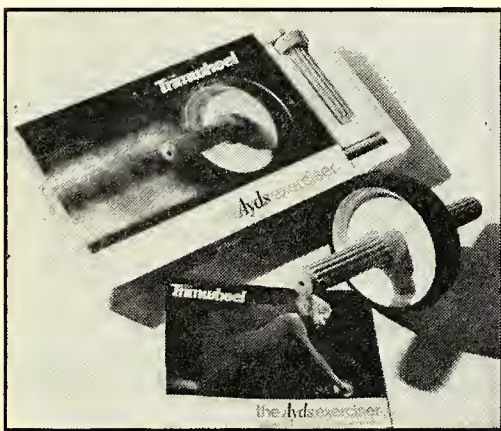
The single meal packs in both varieties are issued in special counter display units. (Fisons Pharmaceuticals Ltd, Loughborough, Leics.)

Food supplements

Quin-tessin food supplement

Launched originally through health stores but now offered through pharmacies following "considerable demands" from chemists, Quin-tessen essence (27s 6d) is described as a natural food supplement with essences of "rare plants, juices and herbs". Pack is a cartoned bottle containing 300 ml — a "full month's supply." Display material is available to support. (Healthcrafts division of Alfenal Ltd, Byfleet, Surrey.)

Sundries



Cuticura Trimwheel

Following the success of the Ayds reducing plan, Cuticura Laboratories is now introducing Trimwheel, the Ayds Exerciser (59s 6d). Ayds trimwheel is a muscle exerciser designed to keep the whole figure trim. Doctors and physiotherapists have worked out a series of simple exercises to help slimmers to "trim while they slim." A full-colour, 8-page instruction booklet clearly shows the scope of the Trimwheel as a complete figure exerciser. The wheel is made from tough moulded nylon and is said to be "designed to last a life-time."

Ayds trimwheel will be sold only through chemists and supplies will be available throughout the country from early July, say the makers. (Ayds Division, Cuticura Laboratories Ltd, Maidenhead, Bucks.)

Photographic

Improved shutter release

Three new Regula 35-mm cameras having a spring-loaded "velvet release" for smoother firing are announced. The accessory shoe in the new models is flush with the top of the camera and the top shutter-speed has been increased to 1/300-sec.

The new models will sell at the same prices as their predecessors. They are, with names of replaced model in parenthesis: Sprinty C 300 (Sprinty C); Sprinty BC 300 (Sprinty BC) and Sprinty CC 300 (Sprinty C). (Photopia Ltd, Hempstalls Lane, Newcastle, Staffs.)

TRADE NEWS

Introduced to Eire

The Mentholatum Co Ltd, Slough, Bucks, are introducing into Eire their nail biting deterrent Stop 'N Grow (7s 6d).

Stop 'N Grow is a new formulation that is said to produce "the most bitter taste ever experienced." It is invisible over nail polish. The company claims "Nail biting stops at once and within three weeks you can have 10 strong, naturally grown nails." Distribution in Eire is through Chesebrough Ponds (Ireland) Ltd.

Stop 'N Grow is presented in outers of six packs. With each outer comes an eye-catching display crowner.

Another Family Doctor title

Published this week is "Woman: the middle years," a new title in the Family Doctor booklet series (2s) which deals with the problems of the menopause. Available to members through the National Pharmaceutical Union, 321 Chase Road, London N 14.

Correction to price

Pharmaton (UK) Sales Ltd, 422 St John Street, London EC 1, point out that the price of Pharmaton hair tonic is 38s 3d and not as given in their advertisement in last week's issue.

Discontinued line

Abbott Laboratories, Queenborough, Kent, announce that, Pulmo Pak, List No. 4546, was discontinued on June 12 and no further supplies will be available.

Trade shows next week

Edinburgh

George Hotel, June 29-July 2, Jackel & Co Ltd.

North British Hotel, June 29-July 2, H. Bronnley & Co Ltd.

Belfast

Royal Avenue Hotel, June 29-July 2, Lenthieric.

Leeds

Metropole Hotel, June 29-July 2, Jean Sorelle Ltd, Cussons Sons & Co Ltd.

Griffin Hotel, June 28-July 3, Shulton (Great Britain) Ltd.

Bonus offers

Chesebrough-Pond's Ltd, Victoria Road, London NW 10. L'Onglex polish remover. Thirteen invoiced as twelve.

L'Oreal, Berkeley Square House, Berkeley Square, London W1A 1BX. Elnett Satin hairspray. 450 g. Six invoiced as five (until July 24).

Mentholatum Co Ltd, Slough, Bucks. Stop 'N Grow. Seven invoiced as six (extended to Eire through Chesebrough Ponds.)

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; Cl = Channel Islands

Agfa-Gevaert products: All except E

Alka-Seltzer: All areas

Anadin: Lc, Y, NE, U, We, B, Cl

Arrid Extra Dry: All except Sc, G, E

Askit: Sc, B, G

Brylcreem: All except NE, E

Comet hair cutter: Ln, A

Cool Charm: All except E

Dettol: Ln, M, Lc, Sc, WW, So, A, U, We, B, Cl

Disprin: Lc, Y, Sc, WW, U, We, G, Cl

Dentu-Creme: Ln, M, Lc, Y, WW, So, NE, A

Fynnon Spa: Ln, M, Lc, WW, So, A, We

Immac: Y, Sc, WW, So, NE, A, We, Cl

Iron Jelloids: Ln, M, Lc, WW, So, NE, We

Macleans: All except We, E

Phensic: Ln, M, WW, We

Phyllosan: WW

Poly Lady: M

Radox: All except U, E

Setlers: M

Silvikrin hairspray: All except E

Steradent: M, Lc, Y, Sc, A, U, We, B, G, Cl

Yeast Vite: All areas

Vosene shampoo: G, E

PROMOTIONS

Backing for national launch

After a successful test market in Scotland, Kimberly-Clark have launched nationally Kotex New Freedom towels.

The launch is supported by a £130,000 advertising and promotional campaign during the first six months. Leading women's magazines will carry advertisements showing for the first time a girl actually wearing a towel and pantie.

The panties will usually retail at 7s 11d and the pack of 12 towels at 2s 9d, but as an introductory offer a composite pack containing the panties and 12 towels is offered at 7s 11d.

Six free towels-only packs are being offered to retailers with each case of 24 launch-offer composite packs. (Kimberly-Clark Ltd, Larkfield, Maidstone, Kent.)

Display competition winners

First prize of £250 in the Geriatric Pharmaton window display competition was won by The Oxford Drug Co, 31 Cornmarket Street, Oxford. Second prize of £100 went to John Wilson (Chemists) Ltd, 19 Victoria Avenue, Hendon, London, NW4, and third prize of £50 to T. Gracey, MPS, 176 Perry Vale, London SE 23.

Fourth prize for a highly commended entry was given to Ashfords Chemists, 1 St Leonard's Road, Northampton. Many entries of a high standard were received from all over the country. (Pharmaton (UK) Sales Ltd, 422 St John Street, London EC 1.)

Jean Sorelle says: 'Let me show you a really relaxing way of making money'



"Display Softa Skin, my new bath luxury, in a prominent position on your counter. Then just relax while your customers buy it. The Softa Skin display outer is very eye-catching. And when they've tried Softa Skin they'll certainly be back for more. Softa Skin has real sales-appeal – and powerful national advertising to support it. So just relax – and watch the profits roll in".

Softa Skin by Jean Sorelle



Look forward to seeing you at
Leeds Metropole Hotel
29th June-3rd July
Gateshead 5 Bridges Hotel
6th July-10th July
Manchester Queens Hotel
6th July-10th July


**Jean
Sorelle**
LONDON

Jean Sorelle London, 111-113 Great Portland Street, London W.1

STARPACKS 1970

One pharmaceutical product and one cosmetic range were among the four gold star award winners of the Institute of Packaging's 1970 Starpacks competition.

The pack for Minims eyedrop applicator units (photo 2) is a small, disposable injection-moulded polypropylene tube with a slide-on cap. These are contained in a thermoformed polypropylene blister lidded with a heatsealed short-fibre spore- and bacteria-proof paper that is permeable to steam and resists the stresses imposed by the distortion caused by autoclaving. The applicator tip and cap have three "interference fits" to prevent bacterial ingress. The judging panel considered the

pack revolutionary and likely to prompt similar developments elsewhere in medicine. Functional design by Smith and Nephew Pharmaceuticals Ltd.

Also taking a "gold" is the range of packs for Avon Brocade toiletries (photo 4). A variety of packages which utilise many materials singly and in association, achieve a strong family effect by the skilful use of a brocade pattern.

Avon achieved another success with a group of brightly-printed opal glass bottles with screw-on plastics caps perforated so that when empty the pack can be used for pepper or other spices (photo 3). The Avon brand name and contents details are

carried on a small circular label applied to the base of the bottle.

The bottle for Sea Aqua bath foam (photo 5) is blow-moulded in a homopolymer of polypropylene. An injection-moulded polystyrene cap is contoured to continue the outline of the bottle, which is screen printed in two colours. The polypropylene bottle provides a maximum permeation barrier for a range of products, and it has a wide base for full stability. Is manufactured for Elizabeth Arden Ltd.

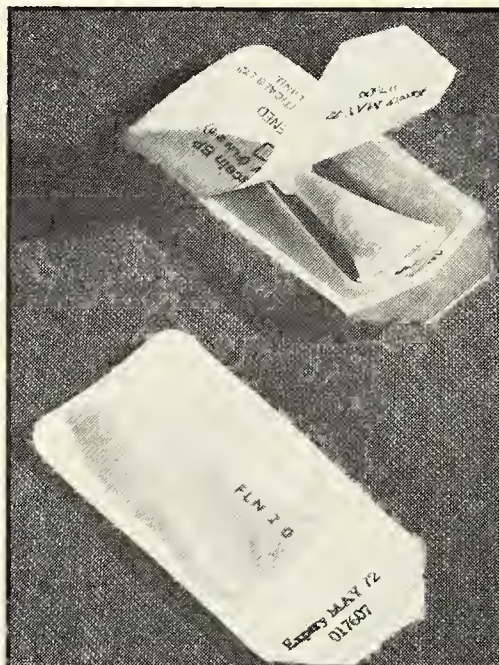
Woolworths gain a place with an extrusion blow-moulded shampoo bottle (photo 1) made from clear, impact-modified PVC and designed to give an impression of large size in relation to its capacity and to occupy a minimum of shelf space.

Also awarded a "bronze" was a display carton for Durex Fetherlite contraceptive packs. The judges describe it as a "discreet, yet attractive."

1



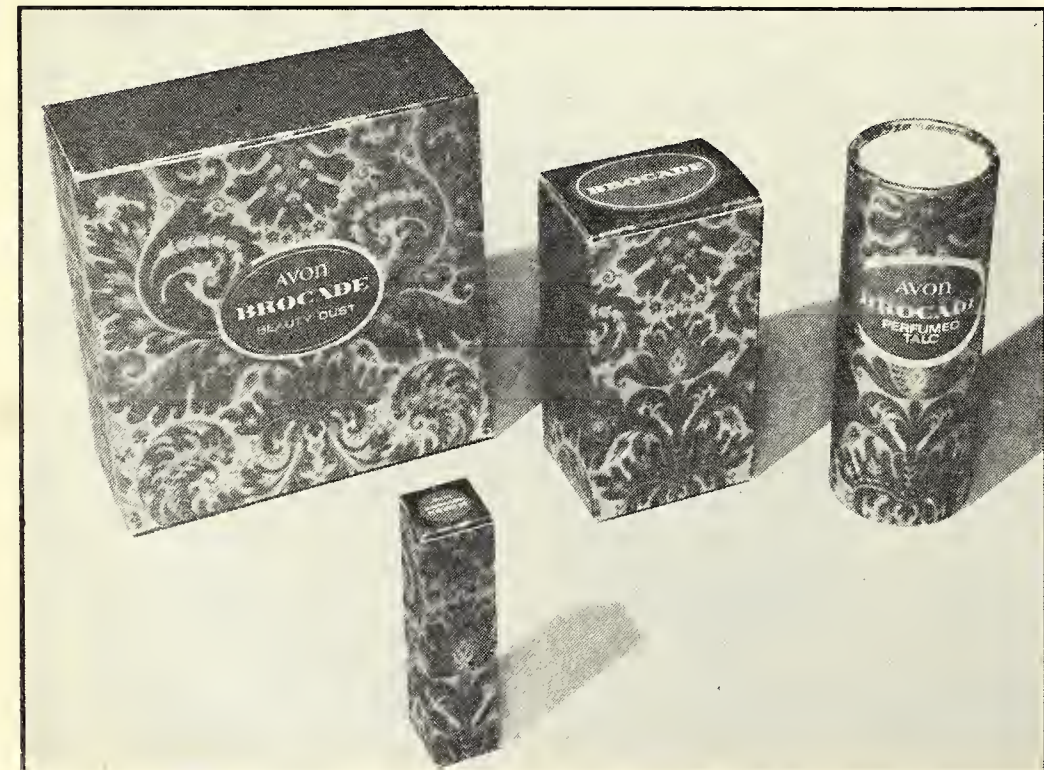
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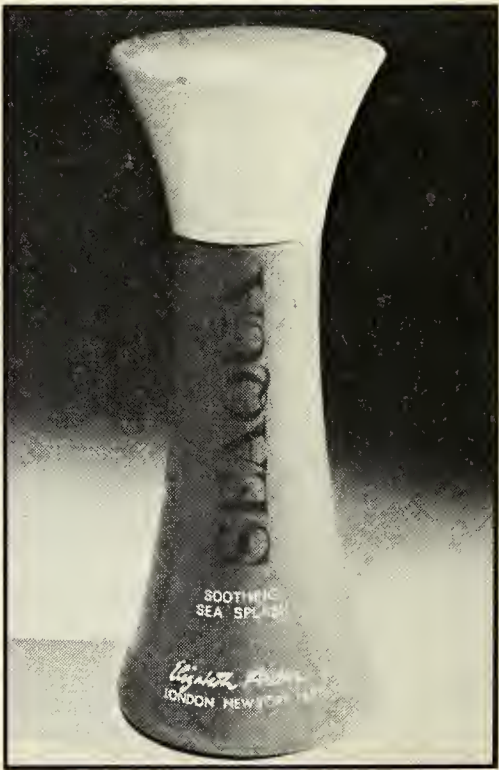
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5



New advertising campaign for Imperial Leather talc...

Yes, Britain's No. 1 family talcum powder gets a big boost this summer with a full colour advertising campaign in leading women's weekly magazines. Starts July.



And Imperial Leather talc now has a new formula to make it even softer, even smoother so it's right for all the family (including baby!)

plus 3 new family toiletries

new!

IMPERIAL LEATHER BATH GELÉE
Bath time luxury for the whole family.



new!

IMPERIAL LEATHER SHAMPOO
Rich, foaming shampoo for all types of hair.

new!

IMPERIAL LEATHER ANTI-PERSPIRANT
Provides real protection from perspiration.

* Real value for money * guaranteed quality * reliability

Advertising starts July – buy in now

Cussons Sons & Co. Ltd., Kersal Vale, Manchester M70GL

Introducing another great *Ayds*[®] Profit-maker



WEEKLY CHANGES AND ADDITIONS

to June Quarterly Price List

Trade prices and purchase tax figures are given per dozen unless otherwise stated. Bold upright figures (2 9) in the retail column indicate the price is subject to retail price maintenance. Italic figures (2 9) is manufacturers recommended price. Light upright figures (2 9) is a suggested guide. A=Price Advanced. R=Price Reduced. ●=New entry. D=Delete. C=Correction. I=Insert.

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
2nd Debut (336 Dendron)				Amokole (781 Lusty)				Bain Nouveau (624 Houbigant)			
CEF 600	70 4	36 9	11 5	tablets 50	28 0	10 3	4 3	bath oil spray 3741	—	—	30 0
medium	117 1	61 2	19 0	125	54 0	19 9½	8 0	body lotion 3771	—	—	49 6
1200	86 3	45 1	14 0	Andre Philippe (48 AP)				body powder mist 3733	—	—	17 6
small	141 8	74 1	23 0	shampoo's 14				Cologne friction 3729	—	—	25 0
medium	234 2	122 4	38 0	Aproten (227 Erba)				3727	—	—	45 0
large				flour 1k	15 2ea	—	17 4	3728	—	—	76 0
Adaptoplast (339 CG)				Aqua Manda (532 Goya)				creme de Bain			
dressing first aid M295	16 10	—	2 0	after shave	51 10	28 6	8 10	Nouveau 3746	—	—	49 6
washable M296	16 10	—	2 0	fragrance 1oz	45 10	25 2½	7 10	dusting powder 3734	—	—	49 6
M207	9 6ea	—	13 5	3½oz	79 0	43 5½	13 5	foamy milk bath			
75 pieces asst. M96	10 9ea	—	15 0	7½oz	129 7	71 3	22 0	powder 3754	—	—	49 6
100 pieces asst. M284	9 10ea	—	13 10	golden body rub	63 8	35 0	10 10	spray mist 3710	—	—	29 0
125 pieces asst. M95	12 6ea	—	17 4	hand lotion	43 8	24 1	7 5	3711	—	—	49 6
150 pieces asst. M304	9 0ea	—	12 8	herbal bath oil	63 8	35 0	10 10	talcum 3797	—	—	14 0
pieces				sachet	8 3	4 6½	1 5	Balm of Gilead (232 Carter)			
150 x ½ x 3 M304L	10 10ea	—	15 2	foam bath	54 3	19 11	8 5	cough mixture 100ml	1 10ea	8ea	3 6
150 x ½ x 1½ M304S	6 0ea	—	6 6	sachet	9 0	3 3½	1 5	200ml	2 6ea	11ea	5 0
150 x ½ x 2½ M304M	9 0ea	—	12 8	oatmeal beauty soap	17 0	6 3	2 5	110ml & 170ml	—	—	— D
island dressings				talcum	37 8	20 8½	6 5	Barkoff (232 Carter)			
150 x ½ x 1½ M97	9 7ea	—	13 4	Aramis (425 ELC)				cough syrup 100ml	2 1ea	9ea	4 0
10 x ½ x 2½ M98	8 8ea	—	12 2	after shave concentrate	2oz	—	45 0	85ml	—	—	— D
100 x ½ x 3 M99	8 8ea	—	12 2	master shave kit	—	—	65 0	Basta (1311 Warth)			
individually wrapped				pre-shave concentrate	3oz	—	35 0	toothbrushes	6 4ea	—	9 6
M371	26 3	—	3 1	shaving concentrate	3oz	—	35 0	Bathjoys (1038 R & C)			
strip				Aronde (287 CPC)				bath cubes	4 3	2 4	8
½ in x 1yd M271	23 4	—	2 9	bath essence	270	46 7	25 0	B.C.K. (776 JML)			
½ in x 5yd M266	112 0	—	13 1	bubble bath	284	51 2	18 4	granules (vet.) 300g	102 0	—	—
½ in x 1yd M305	27 7	—	3 3	herbal	285	11 10	4 3	3k	66 0ea	—	— I
½ in x 5yd M267	137 8	—	16 3	cream rinse	236	12 4	4 6	10oz	—	—	— D
½ in x 1yd M272	30 7	—	3 7	deodorant roll-on	43	26 6	14 2	Beetham's (106 Beetham)			
½ in x 5yd M268	150 9	—	17 8	spray	156	20 8	11 1	glycerin and cucumber			
½ in x 1yd M273	35 7	—	4 2	eyeshadow quartet	107	17 2	9 3	2oz	18 0	9 11	3 3
½ in x 5yd M269	178 0	—	20 9	hair setting lotion	108	17 2	9 11	3oz	24 0	13 2	4 3
Adaptopruf (339 CG)				hair spray aerosol	150	29 0	15 6	165cc	38 6	21 2	6 6
plaster 1in x 5yd	24 3	—	2 11	hand cream "Busy				novelty pack	—	—	— D
2in x 5yd	39 6	—	4 9	Miss"	33	13 3	7 1	hand cream 1oz	16 6	9 1	3 0
Aggrimin (969 Pfizer)				hot water bottles				teenage skin cream 1oz	23 0	12 8	3 10
bullets cattle 10	75 10ea	—	89 3	with handle	2013	57 0	—	Bell & Howell (107 8 & H)			
sheep 20	62 6ea	—	73 6	double ribbed	2012	59 0	—	cameras			
Aladdin (24 ALAD)				large	2014	66 0	—	309 Focus-Matic	—	—	1199 6
super food flask 16oz	—	—	15 11	lipstick	255	22 4	11 4	Bemax (105 Beecham)			
32oz	—	—	19 11	quartet	441	14 8	7 11	10oz	38 3	—	4 0
Albion (339 CG)				liquid make-up	225	23 1	12 5	20oz	70 4	—	7 4
cotton wool 1oz	8 10	—	1 2	shampoo egg & lemon	69	10 9	3 10	Benoids (1152 5K)			
2oz	13 11	—	1 9	talcum perfumed	26	34 4	18 5	tablets 0-25mg	17 0	5 9	2 7
4oz	22 11	—	2 8	cold cream	45	—	—	Betnelan (518 Glaxo) T5			
carton 16oz	6 1ea	—	7 9	hair setting lotion	21	—	—	tablets 0-25mg	—	—	— D
paper wrapped 8oz	39 5	—	4 4	shampoo lacquer	—	—	—	Bidex (631 Hudnut)			
16oz	5 7ea	—	7 5	removing	—	—	—	dry spray	48 2	25 2	7 11
Allenbury's (34 A & H)				witch hazel tonic	35	—	—	bottle	45 8	23 10	7 6
1lb	47 3	—	5 3	Artic Glow (1261 Ucal)				talcum aerosol	63 11	32 5	10 6
2lb	88 6	—	9 10	2oz	30 0	11 0	4 7	Bioglan (127 Bioglan)			
with c.i.o.	47 3	—	5 3	Asahi Pentax (1027 Rank)				thyroid tablets	—	—	— D
2lb	88 6	—	9 10	camera 5L	—	—	1999 7	(0-5% iodine)	—	—	— D
pastilles blackcurrant				Asculyt (232 Carter)				vit. B. complex tablets	—	—	— D
2oz	23 0	5 1	3 0	capsules	42	4 6ea	1 8ea	vit. B1 ampoules	—	—	— D
1lb	10 9ea	2 5ea	16 9	Assugrin (1520 IPM)				Bisks (1530 Fisons)			
Allinson (40 Allinson)				emhrocation 100ml	1 10ea	8ea	3 6	diet supplement tablets	24	53 0	— 6 0
dried yeast 4oz	62 6	—	2 2	Kattlekure 112g	2 4ea	10ea	4 6	Bleu Marine (Cardin (1131 Shulton))			
starch reduced rolls				1k	8 2ea	3 0ea	16 6	men's eau de toilette			
white or brown 15	69 6	—	2 4	Atomol (34 A & H)				2oz	20 3ea	10 10ea	42 0
(3doz)	40 0	—	4 0	nasal spray 10ml	32 0	—	4 0	4oz	31 3ea	16 9ea	65 0
Ambrosium (75 AAL) existing entry				Aurum Ambrosium (75 AAL)				8oz	50 7ea	27 2ea	105 0
slim plan 2 week size	100 0	—	12 6	for rheumatism large	120 0	44 0	20 0	Blisteze (366 Dendron)			
4 week size	162 0	—	20 0	Avozan (232 Carter)				lip salve	26 0	9 0	3 10
snig oil 1oz	11 6	4 2	2 0	capsules	56	3 1ea	—	Body Mist (105 8TD)			
2oz	20 6	7 6	3 6	Baby Life (1499 BLP)				deodorant spray			
4oz	35 0	12 10	6 0	cotton wool 16oz	40 0	—	4 6	standard 32cc	28 5	15 8	4 5
tonic 137g	37 0	—	5 0	Amethozol (776 JML) 1s7				Boldo (232 Carter)			
274g	74 0	—	10 0	ointment (vet.) 5g	24 0	—	—	slimmers aid 40	1 10ea	8ea	3 6
420g	111 0	—	15 0	Amm-I-Dent (1178 Stafford)				100	3 6ea	1 3½ea	7 0
Amethozol (776 JML) 1s7				tooth paste 41g	19 9	7 3	2 9	Bounce (967 Petfoods)			
ointment (vet.) 5g	24 0	—	—	75g	27 6	10 1	3 10	handy	58 9	11 4	1 2
Amm-I-Dent (1178 Stafford)								(6doz)	64 5	12 5	1 11
tooth paste 41g	19 9	7 3	2 9					(4doz)	(4doz)		
75g	27 6	10 1	3 10								

WALLIS SUPER SACCHARIN

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Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Dartford, Kent

	Trade	Tax	Retail
B-R (1023 Radiol)			
Bone Radiol (horses and dogs) standard healing jelly 200g	115 0	42 2	17 0
Bradilan (85 Moore)			
Bradilan (878 Napp)			
Brands (1114 SEF)			
calf's foot jelly	29 11	—	3 3
Breck (1059 C of GB)			
shampoo for dry hair, oily hair, normal hair			
sachet	6 6	2 5	11
70cc	24 0	8 10	3 5
120cc	34 10	12 10	5 0
Breeze (756 Lever)			
soap toilet	54 6	19 3	1 2
(6 doz)	(6 doz)		
bath	43 1	15 3	1 10
(3 doz)	(3 doz)		
Bristow's (105 BTD)			
shampoo			
Free and Lovely			
economy	38 8	14 3	5 5
Britmarine (555 Haffenden)			
hot water bottles			
Cambridge No. 3	60 0	—	—
Cleveland No. 3	60 0	—	—
cot series	45 0	—	5 8
Flaxman Super	70 0	—	—
Nodland	69 0	—	6 6
Safety glow No. 3	75 0	—	—
Safety tray No. 3	75 0	—	—
Slumber deep No. 3	60 0	—	—
de luxe	132 0	—	16 6
No. 4	67 0	—	—
Slumber sound No. 3	60 0	—	—
Warm wave No. 3	68 0	—	—
Brovolin (859 Moore)			
Brovolin (878 Napp)			
Brovon (859 Moore)			
Brovon (878 Napp)			
Brovonette (859 Moore)			
Brovonette (878 Napp)			
Brovonex (859 Moore)			
Brovonex (878 Napp)			
Bryst (232 Carter)			
brewers yeast			
powder	4oz 1 11ea	—	2 2
16oz 5 10ea	—	7 6	
tablets	100 1 5ea	—	1 11
500 4 7ea	—	6 6	
Buzz Off (252 Chelspa)			
cream	1 1/2oz 21 0	7 8	3 6
liquid	1 1/2oz 16 0	5 11	2 11
Bydand (859 Moore)			
Bydand (878 Napp)			
Bydolax (859 Moore)			
Bydolax (878 Napp)			
Calgon (26 A & W)			
carton	12oz 48 0	—	2 9
(2 doz)	(2 doz)		
2 1/2lb 76 0	—	8 9	
7lb 16 6ea	—	22 9	
descaler sachet	4oz 24 0	—	2 9
Camay (1010 P & G)			
soap toilet	58 0	20 9	1 3
(6doz)	(6doz)		
bath	59 6	21 3	1 11
(4doz)	(4doz)		
Cannon (224 Cannon)			
hot water bottles			
111	5 8ea	—	8 6
222	6 0ea	—	9 0
333	6 4ea	—	9 6
444	5 10ea	—	8 9
555	6 0ea	—	9 0
666	6 6ea	—	9 9
888	10 8ea	—	16 0
999	6 2ea	—	9 3
baby cot size	5 0ea	—	7 6
Babysafe	5 10ea	—	8 9
Dolphin	6 0ea	—	9 0
Fleur de Lis	8 4ea	—	12 6
Noah's Ark series	9 4ea	—	14 0
Radiator	8 4ea	—	12 6
Royal Scot	10 8ea	—	16 0
Superb	7 4ea	—	11 0
Velvetex	8 0ea	—	12 0
feeding bottle caps	5 4	—	8
nurser polycarbonate			
4oz	24 0	—	3 0
9oz	30 0	—	3 9
8oz & 10oz	—	—	—
hot water bottles			
111	5 9ea	—	8 6
222	6 1ea	—	9 0
555	6 1ea	—	9 0
Dolphin	6 1ea	—	9 0
Carbro (232 Carter)			
slippery elm food 11b	4 2ea	—	6 0
Cardinelli (226 CBP)			
eyeshadow	54 0	29 0	9 6
Care (532 Goya)			
hand cream	23 5	12 10 1/2	4 0

	Trade	Tax	Retail
Carter's (232 Carter)			
bone meal capsulettes	2 9ea	—	4 0
60	2 4ea	10ea	4 6
garlic oil capsules	4 6ea	1 8ea	9 0
100			
herb beer extract			
100ml	2 5ea	—	3 6
Indian Brandee	1 5ea	6ea	2 6
50ml	2 1ea	9ea	4 0
100ml	2 1ea	9ea	4 0
Jeeling linctus	100ml		
Radiant composition			
essence	100ml 1 10ea	8ea	3 6
200ml	2 7ea	11ea	5 0
Skelton's influenza			
mixture	110ml 2 1ea	9ea	4 0
soya bean oil	40 0	—	4 2
1gal	24 0ea	—	30 0
sun-flower seed oil			
1pt	40 0	—	4 2
1gal	25 0ea	—	32 0
super wheat germ oil			
capsules	40 4 2ea	—	6 0
100	8 2ea	—	12 0
wheat germ oil capsules			
5 min	40 2 10ea	—	3 7
100	5 5ea	—	8 0
wormseed syrup 50ml	2 4ea	10ea	4 6
Ceporex (518 Glaxo) TS			
syrup 250mg/5ml			
100ml	75 0ea	—	112 6
Ceporin (518 Glaxo) TS			
vial 250mg	—	—	—
500mg	—	—	—
1g	—	—	—
Certor (786 Macdonald)			
bandage w.o.w.			
1in x 4yd	4 7	—	—
2in x 4yd	7 4	—	—
3in x 4yd	10 4	—	—
4in x 4yd	13 4	—	—
bandage triangular			
unbleached			
51in x 36in	21 11	—	—
cellulose tissue	16oz 66 0	—	—
cellulose wadding			
16oz	39 0	—	—
cotton wool absorbent			
1/2oz	8 0	—	—
1oz	10 0	—	—
2oz	16 9	—	—
4oz	28 0	—	—
16oz	93 6	—	—
hospital quality			
1oz	8 9	—	—
2oz	13 9	—	—
4oz	22 8	—	—
8oz	44 0	—	—
16oz	72 6	—	—
gauze plain			
1yd	15 6	—	—
3yd	33 9	—	—
6yd	61 0	—	—
12yd	119 0	—	—
gauze ribbon non-			
sterilised			
1/2in x 6yd	11 0	—	—
1/2in x 12yd	18 3	—	—
1in x 6yd	13 3	—	—
1in x 12yd	21 3	—	—
gauze ribbon sterilised			
1/2in x 6yd	12 0	—	—
1in x 6yd	14 3	—	—
gauze swabs			
3in x 3in—8 ply (5)	7 6	—	—
gauze tissue B.P.C.			
4oz	32 0	—	—
16oz	110 0	—	—
1oz	16 3	—	—
2oz	27 10	—	—
4oz	51 6	—	—
16oz	187 6	—	—
1oz	15 0	—	—
2oz	26 10	—	—
4oz	48 6	—	—
16oz	174 10	—	—
multiple pack dressing			
No.1	45 3	—	—
No.2	92 4	—	—
Chantilly (624 Houbigant) existing entry			
Chantilly (624 Houbigant)			
creme de Chantilly			
1346	—	—	49 6
dusting powder	1334	—	36 0
eau de toilette	1318	—	25 0
1316	—	—	37 6
1317	—	—	49 6
1414	—	—	45 6
pure spray	1361	—	21 0
hair spray	1401	—	34 0
perfume	1305	—	49 6
1302	—	—	90 0
1307	—	—	150 0
1465	—	—	52 6
spray	13655	—	39 6
refill	1351	—	22 6
soap (3)	1397	—	14 0
talcum	1397	—	14 0
Louis XVI collection			
dusting powder	1434	—	65 0
parfum de toilette	1416	—	31 0
1417	—	—	65 0
1419	—	—	130 0
1427	—	—	62 0
spray mist	1427R	—	45 6
refill			

	Trade	Tax	Retail
Chelsea Pensioner (232 Carter)			
tablets	50 1 10ea	8ea	3 6
Cindico (264 Cindico) existing entry			
Cindico (264 Cindico)			
bib	4 3ea	—	6 9
senior	9 5ea	—	15 0
Bouncer	42 2ea	—	67 6
Bouncette	54 8ea	—	87 6
de luxe	65 8ea	—	105 0
bouncing cradle	31 9ea	4 2 1/2	55 0
Cindichair	17 6ea	2 3 1/2	30 0
Cinditable	23 1ea	3 1ea	40 0
Cindiloo	15 8ea	—	25 0
Cindiseat	43 9ea	—	70 0
Cindistand	40 8ea	—	65 0
Citrotyl (938 PD)			
tablets	—	—	—
Citruvit (232 Carter)			
chewing tablets	3 1ea	—	4 6
Cleen-O-Pine (1037 Reckitt)			
standard	26 5	—	2 9
economy	38 5	—	4 0
Clippa-Safe (273 Clippa-Safe) existing entry			
Clippa-Safe (273 Clippa-Safe)			
anchor straps	44 0	—	5 6
nursery harness B.5.1.	128 0	—	15 11
B.5.4	140 0	—	17 6
walking reins	40 0	—	5 0
de luxe pack	15 0ea	—	22 6
junior trainer	23 9ea	—	34 11
pilot	39 6ea	—	59 0
Codasphen (859 Moore)			
Codasphen (878 Napp)			
Codella (859 Moore)			
Codella (878 Napp)			
emollient cream	1oz 21 0	7 8	3 2
3oz	48 0	17 7	6 3
Colchi Sal (491 GB)			
Compericum (1261 Ucal)			
4oz	54 9	20 1	8 8
200cc	89 0	32 5	14 1
80oz	48 0ea	17 7ea	—
Corvette (1038 R & C)			
after shave lotion	38 7	21 3	6 6
deodorant spray	44 6	24 6	7 6
pre-electric shave	38 7	21 3	6 6
shaving bowl	59 8	21 11	9 6
refill	39 0	14 3	6 0
talcum powder	38 7	21 3	6 6
brushless cream	—	—	—
hair cream	—	—	—
lather cream	—	—	—
shampoo	—	—	—
shaving stick & refill	—	—	—
Cosmedin (366 Dendron)			
No.1	43 2	22 6	7 0
No.2	43 2	22 6	7 0
Cossack (1038 R & C)			
men's hair dressing			
aerosol	6oz 38 0	20 11	6 0
18oz	81 9	45 0	12 10
talcum	—	—	—
Costa Brava (106 Beetham)			
suntan cream	30g 24 9	13 7	4 3
50g	—	—	—
Cupa! (333 Cupal)			
dusk cream	23 6	7 8	3 4
Curacho (336 Curacho)			
bath salts	12oz 22 0	7 8	3 4
embrocation	3oz 22 0	7 8	3 4
6oz 36 8	12 9	5 6	
athletic	2 1/2oz 22 0	7 8	3 4
5oz 32 0	11 1	4 10	
veterinary	3oz 21 6	7 6	3 2
6oz 33 0	11 6	5 0	
10oz 52 6	18 4	7 10	
40oz 12 0ea	4 3ea	21 6	
80oz 19 6ea	7 0ea	35 3	
massage cream	1 1/2oz 27 0	9 5	4 1
Ronme liniment	6oz 50 0	17 5	7 6
spirit dressing veterinary			
6oz 27 0	9 5	4 1	
40oz 100 0	34 10	15 0	
Curraglen (232 Carter)			
cough mixture	100ml 2 1ea	9ea	4 0
85ml	—	—	—
Cussons (338 Cussons)			
Leather after shave	171 1	92 11	33 0
hair dressing	171 1	92 11	33 0
talcum	114 1	61 11 1/2	22 0
Imperial Leather			
anti-perspirant	49 7	26 11 1/2	8 6
bath gelee	82 7	29 10 1/2	12 6
shampoo	42 11	15 6 1/2	6 6
talcum	4oz 23 4	12 8	4 0
10oz 46 8	25 4 1/2	8 0	
CVK (2 Abbott) TS			
solution 250mg	100ml 13 3ea	—	19 11
D.D.D. (359 DDD)			
(distributors 366 Dendron)			
ordinary			
small	29 9	10 4	4 0
medium	44 7	15 6	6 0
large	62 7	21 9	8 5
16oz 133 9	46 7	18 0	
extra strong			
medium	44 7	15 6	6 0
large	62 7	21 9	8 5
16oz 133 9	46 7	18 0	
balm			
tube	29 9	10 4	4 0
37 2	12 11	5 0	
jar	40 3	14 0	5 5
16oz 156 1	54 4	21 0	
soap	14 10	5 2	2 0

	Trade	Tax	Retail
Debret (661 Jabley)			
after shave lotion	63 0	33 9	10 10
deodorant Cologne	63 0	33 9	10 10
Deedon (859 Moore)			D
Deedon (878 Napp)			
Dentosine (339 CG)			
100ml	28 6	10 5	4 5
4oz			D
Dentu-Creme (1178 Stafford)			
18 4	6 9	2 9	
26 1	9 7	3 11	
37 6	13 9	5 6	
De-Odo (67 Ashe)			
litter pan spray	29 4		3 6
Deramasan (1038 R & C)			
medicated cream tube	31 6	11 7	4 6
Desert Flower (1131 Shulton)			
hand & body lotion	1814	65 0	34 10
roll-on perfume	2779	69 3	37 2
sparkling Cologne	1701	83 9	44 11
talcum powder	1923	37 6	20 1
Corn Silk powder			
refill	6533		D
Dethmor (506 Gerhardt)			
5 concentrate	4oz	44 0	5 6
11b	124 0		15 6
71b	52 0ea		78 0
281b	177 4ea		266 0
561b	326 0ea		490 0
plusbait	11b	32 0	4 0
31b	70 0		8 9
71b	11 8ea		17 6
281b	32 0ea		48 0
561b	63 4ea		95 0
Dettol (1037 Reckitt)			
1gal	271 0	91 10½	35 0
Dianimol (1023 Radiol)			
syrup	450ml	115 0	42 2
Diminex (721 LC)			
ointment	37 1	12 11	5 3
suppositories	42 5	14 9	6 0
Dinium (232 Carter)			
mouth ulcer tablets	30	1 10ea	8ea 3 6
Distampin (387 Distal)			D
Distaquaine V-K (378 Distal)Ts			
elixir	100ml	4 6ea	6 9
60ml			D
Distavone (378 Distal)			D
single dose			
Distivit (378 Distal)			
elixir	115ml	3 0ea	4 6
1000ml	22 0ea		33 0
4oz & 40oz			D
Drapolene (218 Calmic)			
100g	56 0		7 0
Dutch Drops (1261 Ucal)			
4dr.	16 9	6 2	2 11
1oz	20 9	7 7	3 6
2oz	31 0	11 4	5 2
capsules	36	32 0	11 9
100	59 9	21 11	9 9
Dylon (816 Mayborn)			
tie & dye kit	120 0		15 0
Efferdent (721 LC)			
tablets	12	13 11	4 10
20	22 1	7 8	3 2
18 & 28			D
Eldermint (232 Carter)			
life drops	25ml	2 1ea	9ea 4 0
28ml			D
cough mixture	100ml	2 1ea	9ea 4 0
85ml			D
Elizabeth Arden (60 Arden)			
salon set			58 0
Elle (325 C-A)			
aerosol	48g	31 11	17 7
Elsan Blue (418 E)†			
sanitary fluid	8 charges	63 0	7 0
16 charges	94 6		10 6
32 charges	157 6		17 6
powder	9 0		1 0
Elsanol (418 E)			
1gal	103 6		11 6
Endevac (969 Pfizer)			
fowl pest vaccine	50ml	4 9ea	5 9
250ml	22 11ea		27 0
500ml	45 6ea		53 6
Endocil (1419 Intec) existing entry			D
Endocil (1419 Intec)			I
foundation cream	30g	55 7	30 7
hand care cream	38g	39 6	21 9
moisturising lotion	28g	60 0	33 0
60g	102 5	56 4	17 6
28g	60 0	33 0	10 3
skin cleanser	150g	70 3	38 8
skin tonic & freshener	150cc	96 7	53 2
sun-care lotion	110g	70 3	38 8
treatment cream	30g	54 1	29 9
75g	112 8	62 0	19 3
120g	166 9	91 9	28 6
Escapade (1131 Shulton)			
talcum	37 6	20 1	6 6

	Trade	Tax	Retail
Eupinal (339 CG)			
100ml	28 0	10 3	4 7
200ml	50 0	18 4	8 0
4oz & 8oz			D
Ever Ready (964 Personna)			
corn knife	37 0	13 7	5 9
blades	(3)	16 1	5 11
razor set Gem	48 0	17 6	7 6
razor blades	(5)	40 9	15 0
Corru	(24 pkts)	(24 pkts)	3 2
premium	(5)	43 11	16 2
stainless	(4)	49 3	18 1
Everest (252 Chelspa)			
sting relief lotion	1½oz	19 6	7 2
Express (1036 RB & C)			
powders and tablets			
8 powders or 16			
tablets	18 1	6 8	2 10
22 powders	46 3	17 0	6 10
70 powders	11 10ea	4 4ea	2 for 9
Fairy (1010 P & G)			
soap complexion	58 0	20 9	1 3
bath	59 6	21 3	1 11
family	(4doz)	(4doz)	2 5
Faithful (976 Petfoods)			
handy	71 6	13 10	1 5
large	(6 doz)	(6 doz)	2 7
Farleys (448 Farleys)			
baby dinners and sweets	13 9		1 6
baby rice	19 3		2 0
rusk	21 0		1 1
large	20 0		2 1
family	28 10		3 0
Feroglen (232 Carter)			
tablets	130	2 4ea	10ea 4 6
Fisherman's Friend (771 LCPL)			
family linctus	18 0	6 7	2 9
Fix (1351 WLU)			
hair setting lotion	19 8	10 10	1 8
Folks (1152 5K) †DDI			
Formula 21 (826 Medex)†s48			
hormone cream	4oz	42 0ea	63 0
Formula 77 (826 Medex)			
Galega pills 105	11 8ea		17 6
Franol (97 Bayer) †s4A			
tablets	100	90 0	
500	33 11ea		
1000	66 4ea		
Franol Expect (97 Bayer) †s4A			
150ml	62 0		
11	22 4ea		
Franol-Plus (97 Bayer) †s4A			
tablets	50	79 0	
250	28 7ea		
Freshette (1038 R & C)			
deodorant spray	45 8	25 1	7 0
tissues	22 10	12 7	3 6
Fumic (232 Carter)			
vaporising rub	28g	1 10ea	8ea 3 6
Gala of London (876 MP)			
skin tint	54 3	29 10	10 9
Gale's (449 JF)			
Gale's (1449 R & CFD)			
honey set	1lb	21 8	2 2
clear	1lb	21 8	2 2
Gardenal (971 PSMB) †s4A			
tablets 15mg	100	18 0	2 3
1000	66 0		8 3
30mg	100	20 0	2 6
500	52 0		6 6
1000	90 0		11 3
60mg	100	26 0	3 3
1000	12 0ea		18 0
100mg	100	36 0	4 6
1000	18 6ea		27 9
Geordie (1463 VBL)			
home brewing kits			
bitter	2gal	6 5ea	9 0
5gal	10 0ea		14 0
lager	2gal	6 5ea	9 0
5gal	10 0ea		14 0
Germaine Monteil (1486 GM)			
Color Blend			
luxury compact			40 0
Gillette (514 Gillette)			
shaving cream			
foamy aerosol	290g	61 6	21 5
Gill's (101 Beautisales)			
shampoo sachets			D
Glen (232 Carter)			
anti-smoking tablets	4 7ea	1 8ea	9 0
cherry slumber tea	2 4ea	10ea	4 6
cleansing herbs	1 11ea	8½ea	3 6
nasal script	16ml	2 4ea	10ea 4 6
rosemary hair			
tonic	2 0ea	1 1ea	4 6
shampoo	55ml	1 7ea	3 0
smoking mixture	100g	2 5ea	3 6
wheat germ flakes	12oz	2 6ea	3 6

	Trade	Tax	Retail
Glenco (232 Carter)			
essence	100ml	2 1ea	9ea 4 0
200ml	3 1ea	1 1½ea	6 0
85ml & 170ml			D
Glenelm (232 Carter)			
medicated soap	1 1ea	5ea	2 0
shaving soap refill	1 3ea	5½ea	2 6
Glenery (232 Carter)			
tablets	40	2 7ea	11ea 5 0
Glenol (232 Carter)			
rubbing oils	100ml	2 4ea	10ea 4 6
Glentona (232 Carter)			
blood mixture	100ml	2 7ea	11ea 5 0
200ml	4 2ea	1 6ea	8 0
85ml & 170ml			D
Golden Babe (761 Lilia-White)			
disposable nappy			
liners	50	34 0	3 11
Gomina Argentina (1407 Jaccaz)			
hair fixative	tube	42 0	23 1
jar	64 0	35 2	13 4
Gordon Moore (1038 R & C)			
cosmetic toothpaste	19 5	7 1	2 9
28 3	10 4		4 0
Goya (532 Goya)			
bath blossoms	35 3	19 5	6 0
bubble bath	12 10	4 8½	2 0
Cologne stick	37 8	20 8½	6 5
hand lotion	37 8	20 8½	6 5
perfume	37 8	20 8½	6 5
perfume Cologne	37 8	20 8½	6 5
soap (1)	21 3	7 9½	3 0
spray set	53 0	29 2	9 0
talcum	34 0	18 8½	5 10
Cedar Wood			
after shave lotion	47 0	25 10	8 0
Cologne	53 0	29 2	9 0
deodorant stick	41 3	22 8	7 0
aerosol	47 0	25 10	8 0
foam shave	56 10	20 10	8 10
hair cream	35 3	19 5	6 0
pre-electric shave	47 0	25 10	8 0
shave cream brushless	31 0	11 4½	4 10
lather	31 0	11 4½	4 10
shaving bowl	69 8	25 6½	10 10
refill	38 8	14 2	6 0
talcum	35 3	19 5	6 0
110g	53 0	29 2	9 0
170g			D
Gromidin (115 Bengue)			D
Haemovin (859 Moore)			D
Haemovin (878 Napp)			D
Halex (80 8XL)			
baby bath	F440	242 0	33 3
F465	293 6	40 4	40 0
F469	238 2	32 10	32 6
F466	308 0	42 4	42 0
stand	F631	461 7	54 1
F641	515 2	61 8	69 6
brush	F166	45 0	16 6
F174	51 6	18 10	8 0
F172	70 9	25 11	11 0
brush/comb and			
rattle	F632	74 0	27 2
brush set			
4-piece	F634	98 2	44 10
5-piece	F636	122 10	37 4
chamber	F501	80 0	10 0
7in	F512	46 0	5 9
8in	F502	60 0	7 6
non-spill	F509	76 0	9 6
feeder beaker	F474	29 0	4 0
keep warm plate			
F471	102 3	14 0	14 0
F439	117 0	16 1	16 0
layette basket			
with nylon	F438	209 0	28 6
cover	F315	58 8	8 1
mealtime set	F376	67 6	9 3
F375	95 3	13 1	13 0
baby training			
seat	F431	112 0	14 0
adjustable	F472	96 0	12 0
chamber adult	G301	74 0	9 3
childs bib	F477	64 0	8 0
denture brush	A400	34 0	4 3
nursery play blocks			
F700	47 2	17 3	88 0
F701	47 2	17 3	88 0
nursery vanity casket			
F638	657 5	94 1	90 0
nursery bin with			
deodoriser	F400	164 0	22 6
soap case polythene			
E342	10 3	5 8	1 9
E345	13 9	7 6	2 4
bath size			
toothbrush	Lectro-		
dent	K110	46 0ea	12 10ea
replacement	heads		
K111	22 0		2 9
K111			
toothbrushes children's			
nylon Noddy	A191	14 8	1 10
bristle Noddy	A192	18 0	2 3
junior twin	A197	24 0	3 0
toothbrushes nylon			
short head	A262	18 8	2 4
long head	A252	18 8	2 4
twin	A267	28 0	3 6
Capri	A259	32 0	4 0
toothbrushes bristle			
short head	A263	32 0	4 0
long head	A253	32 0	4 0
smokers brush	A211	32 0	4 0

		Trade		Tax		Retail	
Hamaran (232 Carter)							
cream 30g		3	0ea	1	1ea	6	0
suppositories 12		4	0ea	1	5½ea	8	0
Harpic (1037 Reckitt)							
lavatory cleanser		16	6	—		1	10
		26	10	—		3	0
Heinz (593 Heinz)							
baby beaker		13	4	—		1	9
Helena Rubinstein (596 HR)							
eyeliner automatic		—		—		35	0
refill		—		—		17	6
Hold & Shine (1038 R & C)							
hair spray		31	3	17	2	4	9
Homyped (49 Aneson) existing entry							D
Homyped (1515 EML)							I
(distribution 1545 Vestric)							
exercise sandals							
children's	pair	22	0	—		29	3
ladies'	pair	24	6	3	4½	36	0
men's	pair	27	0	3	8½	39	9
Horlicks (103 Beecham)							
1lb		24	9	—		2	4
1½lb		41	7	—		4	0
1lb		71	10	—		7	0
3lb		97	6	—		19	0
5lb		25	2ea	—		—	
10lb		49	7ea	—		—	
chocolate flavoured							
6oz		33	2	—		3	2
12oz		60	9	—		5	9
5lb		25	2ea	—		—	
tablets		34	8	—		7	
		(6doz)					
Hudnut (631 Hudnut)							
Fashion Style							
soft casual		43	4	22	8	7	2
		68	0	35	6	11	3
very curly		43	4	22	8	7	2
		68	0	35	6	11	3
Hymosa (887 New Era)							
perfume Bouquet 1819		246	0	135	3	42	0
Hypnotique (813 MF)							
eau de toilette aerosol		92	0	50	7	15	6
Infurno (232 Carter)							
massage cream 30g		2	4ea	10ea		4	6
In Love (1376 Hartnell) existing entry							D
In Love (1376 Hartnell)							I
(distributors 261 Christy)							
bath dusting powder							
HL7		124	0	68	2	21	5
creme perfume							
HL47		88	0	48	5	15	5
eau de toilette		HL10	88	0	48	5	15
standard		HL10/3	76	0	41	10	13
spray mist		HL11	115	8	63	7	19
hand lotion		HL33	53	0	29	2	9
perfume		HL1	61	0	33	7	10
		HL15	104	0	82	2	18
		HL5	192	0	105	7	33
		HL2	336	0	184	10	58
		HL3	532	0	292	7	98
spray		HL6	144	0	79	2	24
talcum		HL9	56	0	30	10	9
Innoxa (654 Innoxa)							
throat cream with							
amylene		—		—		21	0
super vitaliser with							
amylene		—		—		22	0
Inositol (127 Bioglan)							
capsules 500mg	90	26	8ea	—		40	0
Iso-Brovon (859 Moore)							D
Iso-Brovon (878 Napp)							I
Isovon (859 Moore)							D
Isovon (859 Napp)							I
Jabley (661 Jabley)							
bath oil	90cc	62	0	33	3	10	10
cleansing cream	65g	38	0	20	5	6	7
Cologne blue	108cc	75	0	40	3	12	10
iced	108cc	75	0	40	3	12	10
creme bloc standard		18	0	6	5	2	10
junior		23	0	8	3	3	7
creme de nuit	65g	44	0	23	7	7	7
creme lotion	80cc	35	0	18	9	6	0
crystal moisturiser	65g	44	0	23	7	7	7
face powder		44	0	23	7	7	7
foundation cream	65g	44	0	23	7	7	7
honeydew lipstick		60	0	32	3	10	7
lanolised creme	65g	44	0	23	7	7	7
perfumed Flower Drum							
15cc		82	0	44	0	14	2
skin fresh	90cc	35	0	18	9	6	0
6½oz		109	0	58	5	18	10
toilette bouquet	105cc	63	0	33	9	10	10
fragrance	105cc	63	0	33	9	10	10
Je Reviens (1350 Worth)							
eau de Cologne							
Boule Luxe	150cc	—		—		90	0
eau de toilette							
Boule Luxe	150cc	—		—		110	0
face powder		—		—		—	D
lotions		—		—		—	D
Johnsons (672 Johnson)							
protective pants		24	9ea	3	5	36	9
		27	5ea	3	9	40	6
		29	2ea	4	0	43	1
interliners	12	78	0	—		9	6

	Trade	Tax	Retail
Juvena (1487 Juvena)			
after sun mask	—	—	25 0
	—	—	37 6
creme sun air	—	—	18 6
moisture sun fluid	—	—	21 0
sun air gel	—	—	24 0
Kleenex (702 KC)			
kitchen towel holders			D
Knights (756 Lever)			
castile soap toilet	50 3	17 9	1 1
	(6 doz)	(6 doz)	
bath	54 5	19 3	1 9
	(4 doz)	(4 doz)	
Koray (714 Koray)			
tablets	5	21 0	7 9 9
	(4 doz)	(4 doz)	
	10	32 0	11 9 1 6
	(3 doz)	(3 doz)	
	28	21 0	7 9 3 0
	(1 doz)	(1 doz)	
	64	21 0	7 9 6 0
	(½ doz)	(½ doz)	
Kosili (366 Dendron)			
baby bath	30 6	10 7	4 6
Larola (106 Beetham)			
skin lotion	50cc	20 6	11 3 3 6
	3oz	27 6	15 2 4 6
	165cc	44 0	24 2 7 6
	125cc	43 0	23 8 7 0
plastic			
Leichner (749 Leichner)			
Kamera Klear	—	—	6 3
lipsticks	—	—	—
Lem-Mel (232 Carter)			
cough mixture	100ml	1 4ea	6ea 2 6
	200ml	2 0ea	9ea 3 10
	85ml & 170ml	—	D
Libovax (208 BVV)			
poultry vaccine vial	40 0ea	—	47 0
Libovax 2 (208 BVV)			
poultry vaccine vial	46 9ea	—	55 0
Lifebuoy (756 Lever)			
soap toilet	58 7	20 8	1 3
	(6 doz)	(6 doz)	
bath	60 2	21 3	1 11
	(4 doz)	(4 doz)	
family	37 10	13 4	2 5
	(2 doz)	(2 doz)	
Listerine (721 LC)			
antiseptic	3oz	22 11	8 0 3 3
	7oz	40 7	14 2 5 9
	14oz	61 9	21 6 8 9
Loranne (261 Christy)			
splash Cologne	11	351 2	193 2 60 0
Loxene (1038 R & C)			
hair cream	17 6	9 8	2 9
	27 1	14 11	4 3
shampoo	4 2	1 6	7
	2oz	21 2	7 10 3 0
	6oz	37 1	13 7 5 3
Lucozade (103 Beecham)			
small	23 0	3 9	1 4*
	(2doz)	(2doz)	
large	31 2	6 0	3 6*
	*Includes 3d for container		
	*Includes 4d for container		
Lux (756 Lever)			
toilet soap	small	58 7	20 8 1 3
	large	60 2	21 3 1 11
	(4 doz)	(4 doz)	
Macdonald (786 Macdonald)			
household cotton wool			
8oz	21 9	—	2 8
16oz	40 0	—	4 6
Make-U-Well (1261 Ucal)			
herbs	2oz	25 0	9 2 4 5
Maloprim (208 BW)			
tablets	6	12 0	—
	30	42 0	1 6
	500	44 0ea	66 0
Margo of Mayfair (798 Margolis) existing entry			D
Margo of Mayfair (798 Margolis)			I
baby powder	3oz	9 9	3 6 1 9
	6oz	14 3	5 2 2 6
	10½oz	23 0	8 3 3 11
bath salts	12oz	12 5	6 8 2 4
bath cubes (6)	9 11	5 4	2 0
bubble bath	sachet	5 5	1 11 1 0
	50cc	—	—
deodorant body spray	84cc	21 7	11 7 3 11
hair lacquer			
sachet refill	50cc	5 5	2 11 1 3
spray dispenser	56cc	12 2	6 6 2 3
standard aerosol	84cc	16 2	8 9 3 0
crystal clear sachet			
	50cc	5 5	2 11 1 3
New French aerosol	280cc	32 4	17 5 5 11
hand cream			
rose drop	48cc	6 9	3 9 1 3
Avant Garde	150cc	16 2	8 9 3 0
shampoo sachets	20cc	3 0	1 2 6
talcum powder			
Audacity, Bouquet of			
Flowers, Bridal,			
Gardenia, Lily of the			
Valley, Mitcham			
lavender, Avant			
Garde	14oz	21 8	11 8 3 11

	Trade	Tax	Retail
Marina (786 Macdonald)			
face cloth	31	20 3	2 10 2 9
Mary Quant (876 MP)			
colour crayons	196 0	107 9	35 0
Max Factor (813 MF)			
California aquapallettes	124 8	65 2	21 0
Medijel (366 Dendron)			
tube	27 1	9 5	4 0
Metheph (859 Moore)			D
Metheph (878 Napp)			I
Milontin (938 PD)			
Kapsels 0.5g	500	—	D
Milpath—200 (1441 Wallace)			D
Milpath—400 (1441 Wallace)			D
Minolta (667 JCL)			
camera instant load	—	—	598 9
Autopak 550	—	—	—
camera 35mm	—	—	899 0
Hi-Matic C	—	—	—
camera 35mm	—	—	1519 0
Hi-Matic II	—	—	—
Mithracin (969 Pfizer) T5			
freeze-dried vial	100 0ea	—	—
Modicare (252 Chelspa)			
lozenges	1oz	14 6	— 2 0
	20	20 9	— 2 11
Moore's (859 Moore)			
Moore's (878 Napp)			D
baby cream	1½oz	27 0	3 4
teething jelly	1oz	24 0	8 10 3 9
Morny (862 Morny)			
Fantasy			
bath foam	—	—	12 6
eau de toilette	—	—	10 6
hand cream	—	—	8 9
perfume	—	—	12 6
soap toilet (3)	—	—	7 9
bath (3)	—	—	12 9
traveller	—	—	5 0
Mothereze (232 Carter)			
raspberry leaf tablets	40	2 1ea	9ea 4 0
Mustakene (232 Carter)			
28g	1 10ea	8ea	3 6
Myambutol (746 Lederle)			
tablets 100mg	100	51 0ea	76 6
	500	251 0ea	376 6
	100	183 0ea	274 6
400mg	500	904 0ea	1356 0
Myleto (875 MPL) existing entry			D
Myleto (875 MPL)			I
bay rum	113cc	25 0	13 9 4 6
brilliantine	56cc	18 0	9 11 3 0
	113cc	31 6	17 5 5 0
cream	150cc	45 0	24 9 7 6
floral oils	56cc	18 0	9 11 3 0
	113cc	31 6	17 5 5 0
lotion	150cc	45 0	24 9 7 6
shampoo	56cc	13 7	5 0 2 4
	113cc	22 6	8 3 3 7
tonquin	113cc	22 0	12 0 3 6
violet oils	56cc	18 0	9 11 3 0
	113cc	31 6	17 5 5 0
Mylocon (938 PD)			D
Natural Wonder (1052 Revlon)			
medicated mask	—	—	20 0
Neoklenz (232 Carter)			
nature cure	56g	1 10ea	8ea 3 6
	182g	4 0ea	1 5½ea 8 0
tablets	40	1 7ea	7ea 3 0
	100	2 7ea	11ea 5 0
Nervetone (1261 Ucal) †			
tonic	4oz	22 6	8 3 3 10
	39 0	14 3	6 7
tablets	8oz	26 6	9 8 4 5
Nestle (451 F & J)			
Color-Comb	43 10	24 2	7 6
Alura	—	—	D
Colorhair	—	—	D
Colorhue	—	—	D
Colortone	—	—	D
Nigroids (892 NF)			
	138 4	50 8	1 9
	(1 gross)	(1 gross)	
Nitrong (859 Moore)			D
Nitrong (878 Napp)			I
Nobilis (905 Nutrikem)			
poultry vaccine			
H120 1000 dose vial	40 10ea	—	48 0
H52 1000 dose vial	96 4ea	—	113 4
Nonad Tulle (34 A & H)			
6×6in	36	—	D
Norash (372 De Witt)			
nappy rash cream	28g	31 0	3 11
	20g	—	D
Norpramine (901 Norton) †s4B			
tablets	100	10 0ea	—
	500	45 0ea	—
Norsebad (893 Nicholas)			
bath additive	sachet	39 1	14 4 2 0
	(3 doz)	(3 doz)	
	60cc	53 10	19 9 8 3
	120cc	104 4	38 3 16 0
Nu-Cot (903 NPU) existing entry			D
Nu-Cot (903 NPU)			I
wool	60g	31 6	— 1 3
	(3doz)	(3doz)	
	150g	39 2	— 2 4
	(2doz)	(2doz)	
	250g	31 10	— 3 9

	Trade	Tax	Retail
Nulon (1038 R & C)			
hand cream small	16 4	9 0	2 6
medium	23 6	12 11	3 8
large	33 6	18 5	5 3
tube	16 4	9 0	2 6
Nu Moon (366 Dendron)			
cuticle softener	18 6	9 8	3 0
Nu Nale (366 Dendron)			
cream	24 7	12 11	4 0
liquid	24 7	12 11	4 0
Oesbron (1261 Ucal)			
lung tonic 2oz	17 0	6 3	3 2
5oz	26 9	9 10	4 11
lozenges	—	—	— D
Omriped (656 IFA)			
health sandals pair	36 5ea	5 9ea	69 0
shoe cushion pair	15 0ea	—	22 6
Optima (16 AGL)			
cameras	—	—	852 0
Sensor 200	—	—	1045 0
500	—	—	—
Orlane (1145 Sirex)			
creme hydratante	—	—	42 0
liquide tube	—	—	67 0
lipstick agate	—	—	19 6
liquid	—	—	29 6
sol a gel	—	—	38 0
tan a sol	—	—	39 6
mascara roll-on refill	—	—	19 0
Satilane tube	—	—	38 0
Osa Tone (232 Carter)			
children's tonic 100ml	2 7ea	11ea	5 0
110ml	—	—	— D
Pal (964 Personna)			
injector blades (10)	26 3	9 8	4 1
Paridic (776 JML)			
200g	16 0	—	2 0
400g	28 0	—	3 6
Parkers (1261 Ucal)			
perfect panacea 2oz	21 9	8 0	3 6
Passigen (232 Carter)			
capsulettes 42	3 4ea	1 3ea	6 6
dispensing pack	32 0ea	11 9ea	—
Pax (1261 Ucal)			
corn paint 2dr	20 0	7 4	3 3
Pedosan (1514 Brocapharm)			
callous plasters (4)	64 8	17 4	7 6
corn plasters (7)	64 8	17 4	7 6
Pedzyl (54 Antigen)			
Peps (1530 Fisons)			
tubes	—	—	— D
Perform (366 Dendron)			
eight-day hair set	—	—	— D
small	49 4	25 9	8 0
large	82 8	43 2	13 5
Personna (964 Personna) existing entry			
Personna (964 Personna)			
blades double edge	—	—	— D
super stainless (5)	42 10	15 9	4 0
platinum (5)	46 6	17 1	4 4
blades single edge	—	—	— D
stainless (4)	51 4	18 10	3 10
blades injector	—	—	— D
super stainless (5)	43 8	16 1	4 1
platinum	46 6	17 1	4 4
razor sets	—	—	— D
3-piece	—	—	— D
with one stainless	—	—	— D
blade	25 8	9 5	4 0
with two platinum	—	—	— D
blades	32 2	11 10	5 0
injector with five	—	—	— D
blades	51 4	18 10	8 0
injector satin back	—	—	— D
with five blades	80 4	29 6	12 6
injector Executive	135 0	49 6	21 0
Lady Personna	61 0	22 6	9 6
shaving brushes No. 40	48 2	17 8	7 6
No. 42	67 6	24 10	10 6
super foam	43 5	15 11	6 9
grooming aids	—	—	— D
nail clipper	24 2	8 11	4 6
nail file	17 1	9 5	3 6
toe nail clipper	26 10	9 10	5 0
tweezers	21 11	12 1	4 6
Phillips (978 PYP)			
fish food maxiflakes 1oz	50 0	10 9	7 2
IB (859 Moore)			
IB (878 Napp)			
IB Plus (859 Moore)			
IB Plus (878 Napp)			
ied Piper (506 Gerhardt)			
for mice	12 0	—	1 6
22 0	—	—	2 9
inaud (984 Pinaud)			
(distributors 451 F&J)	57 0	31 5	9 9

	Trade	Tax	Retail
Piptalin (824 MCP)			
elixir 100ml	9 0ea	—	13 6
Pitocin (938 PD)			
ampoules 1ml	—	—	— D
vial 5ml	—	—	— D
PLJ (103 Beecham)			
lemon juice standard	32 5	6 4	3 8
large	53 0	10 10	6 0*
*Includes 4d for container.			
Polaroid (989 Polaroid) existing entry			
Polaroid (989 Polaroid)			
cameras Land	—	—	— D
model 320	383 1ea	205 5ea	780 0
330	481 3ea	258 1ea	980 0
340	579 6ea	310 9ea	1180 0
350	874 2ea	468 9ea	1780 0
3000	160 2ea	85 11ea	299 6
Colorpack II	213 5ea	114 5ea	399 0
Colorpack III	245 6ea	131 8ea	459 0
Swinger II	74 7ea	40 0ea	139 6
cases 321	20 1ea	10 9ea	37 6
322A	73 8ea	39 6ea	150 0
324A	112 11ea	60 7ea	230 0
328	135 1ea	72 5ea	275 0
films type 20C	9 9ea	2 7ea	14 6
107	13 3ea	3 7ea	19 9
108	26 9ea	7 2ea	39 9
42	17 6ea	4 8ea	26 0
47	19 6ea	5 3ea	29 0
accessories	—	—	— D
release 191	23 2ea	12 5ea	47 2
close-up kit	583 106	5ea 57 1ea	216 8
583A	106 5ea	57 1ea	216 8
593	118 9ea	63 8ea	241 9
development timer	29 0ea	15 6ea	59 0
exposure meter 628	120 1ea	64 5ea	244 7
filter cloud	516 61	11ea 33 2ea	126 0
u.v.	585 40	1ea 21 6ea	81 8
filter & lens shade	—	—	— D
kit	595 73	8ea 39 6ea	150 0
flashguns	259 8	0ea 4 3ea	14 11
268	36 10ea	19 9ea	75 0
280	85 11ea	46 1ea	175 0
picture album	519 33	4ea 17 11ea	67 11
520	30 0ea	16 1ea	61 1
581	106 5ea	57 1ea	216 8
581A	106 5ea	57 1ea	216 8
591	118 9ea	63 8ea	241 9
self timer	192 48	2ea 25 10ea	98 1
tripod adaptor	194 5	2ea 2 9ea	10 6
Prednelan (518 Glaxo) TS			
tablets 1mg	—	—	— D
Prednisolone (938 PD)			
tablets 5mg	100	—	— D
Prednisone (938 PD)			
tablets 5mg	100	—	— D
Primitif (813 MF)			
eau de toilette aerosol	92 0	50 7	15 6
Pro (721 LC)			
toothbrush short or	—	—	— D
long head	22 0	—	2 9
Proctoids (1352 Wyeth)			
Proteinail (1412 Jackel)			
tube 1oz	—	—	9 11
bottle 3oz	—	—	15 0
Pru-Sen (232 Carter)			
children's laxative	11 0	4 0	1 10
Puritabs (705 Kirby)			
water purifying	—	—	— D
tablets	36 0	—	5 0
Pyrets (1568 Trentham)			
(distributors 372 De Witt)	—	—	— D
children's throat	—	—	— D
lozenges	15 20	0	2 6
Quickies (451 F&J)			
skin cream	—	—	— D
Quosh (103 Beecham) existing entry			
Quosh (103 Beecham)			
orange, lemon, rasp-	—	—	— D
berry, lemon/lime,	—	—	— D
mandarin, lemon barley,	—	—	— D
orange/pineapple,	—	—	— D
pineapple/grapefruit	24 9	5 6	7 9
lime	29 10	6 7	3 4
Radian (1023 Radiol)			
massage cream	—	—	— D
standard	43 0	15 9	6 3
Radiol (1023 Radiol)			
worm powder	—	—	— D
A (ascarids)	225g 130	0	15 0
S (strongyles)	85g 50	0	6 0
420g	160 0	—	17 0
Ral Evapo (67 Ashe)			
dry dressing	15 15	3 5 5	2 5
tablets	15 7	11 2 10	1 5
32	18 0	6 5	2 7
160	53 10	19 3	8 5
Raynox (667 JCL)			
movie projector	—	—	998 6
dual 707	—	—	— D
Reade (1036 R B & C) existing entry			
Reade (1036 R B & C)			
Egyptian salve	23 7	8 8	3 9
Indian cerate	11 3	4 1	1 9
20 10	7 7	3 3	—
Regula (980 Photopia)			
camera	—	—	— D
Electronic 35	—	—	830 0

	Trade	Tax	Retail
Revlon (1052 Revlon)			
Eterna 27	—	—	117 0
body lotion	—	—	99 0
breast contour drops	—	—	45 0
foot spray	—	—	24 0
foot treatment cream	—	—	35 0
leg toning conditioner	—	—	24 0
pumice buffing cream	—	—	168 0
perfect make-up	—	—	84 0
perfect powder	—	—	45 0
matching compact	—	—	—
powder	—	—	—
Ribena (103 Beecham)			
standard	37 9	7 5	4 4*
*Includes 4d for container.			
Right Guard (514 Gillette)			
deodorant roll-on	36 9	20 3	5 11
refill	30 7	16 10	4 11
Rinoxin (506 Gerhardt)			
concentrate	4oz 52	0	6 6
11b	148 0	—	18 6
71b	73 4ea	—	110 0
281b	266 8ea	—	400 0
561b	523 4ea	—	785 0
readimix	11b	40 0	5 0
31b	80 0	—	11 0
71b	14 8ea	—	22 0
281b	48 0ea	—	72 0
561b	90 0ea	—	135 0
Robinsons (1449 R & CFD)			
baby rice cereal 6oz	19 3	—	2 0
instant baby foods	13 9	—	1 6
mixed cereal 8oz	19 3	—	2 0
patent barley 8oz	19 3	—	2 0
ready cooked groats	—	—	— D
8oz	19 3	—	2 0
6oz	19 3	—	2 0
Roger & Gallot (1076 R & G)			
bath cubes (6)	5 0ea	2 8ea	12 0
soap guest size	—	—	— D
assorted, carnation,	—	—	— D
tea rose (6)	6 3ea	2 3ea	13 6
sandalwood (6)	6 9ea	2 6ea	15 0
talcum	5 6ea	3 0ea	13 6
men's range	—	—	— D
after shave lotion	5067	7 6ea	4 0ea 18 0
5068	12 6ea	6 8ea	30 0
pre-shave lotion 5062	8 3ea	4 6ea	20 0
5067	10 6ea	5 8ea	25 0
5058	16 9ea	9 0ea	40 0
Sanatogen (1530 Fisons)			
selected multivitamins	—	—	— D
plus iron	30	60 6	7 6
60	112 8	—	14 0
Sanoid (339 CG)			
boil treatment	15 0	5 6	2 4
Savlon (649 ICI)			
antiseptic cream	15g 14	0	1 9
30g	23 0	—	2 9
60g	40 0	—	4 9
50g	19 0	7 0	3 0
lozenges	24 18	0	6 7 3 0
20	—	—	— D
Scholl's (1108 SMC)			
driving casuals pr	39 3ea	5 5ea	59 6
foot beauty cream	—	—	— D
aerosol	32 0	17 7	5 6
Secto (333 Cupal)			
aerosols	—	—	— D
ant killer household	—	—	4 10
size	—	—	— D
mothproof household	—	—	4 10
size	—	—	— D
superfast fly killer	—	—	4 10
household size	—	—	— D
wasp killer household	—	—	4 10
size	—	—	— D
Vap lantern	—	—	12 10
Senokot (1037 Reckitt)			
granules	70 9	—	8 5
150ml	41 4	—	5 2
50	26 8	—	3 2
100	45 6	—	5 5
200	70 9	—	8 5
Sensodyne (1178 Staflord)			
toothpaste	34 3	12 7	5 3
Shloer (103 Beecham)			
liquid apples	29 2	5 2	1 7*
large	35 5	7 10	4 2
*Includes 3d for container.			
Silcot (786 Macdonald)			
sanitary towels	—	—	— D
soluble size I	13 7	—	1 5
12	24 0	—	2 6
sanitary briefs	—	—	— D
Chic	69 0	9 6	9 0
ex. large	75 0	10 4	9 9
Nordic	62 0	8 6	8 3
ex. large	68 0	9 4	8 11
Princess	65 0	8 11	8 6
ex. large	71 0	9 9	9 3
sanitary towels wool	—	—	— D
size 0	12 24	9	2 8
1	6 15	6	1 8
2	12 27	11	3 0
3	12 32	6	3 6
4	12 37	2	4 0
12	44 11	—	4 10

				Trade		Tax		Retail	
Silette (16 AGL)	camera								
	Sensor LK			—		—		739	0
Silsan (786 Macdonald)	sanitary towels								
	so'uble size 1	6	13	7		—		1	5
		12	24	0		—		2	6
	sanitary towels								
	size 1	6	14	0		—		1	6
		12	24	2		—		2	7
	2	12	30	3		—		3	0
Simpkin's (1141 Simpkin)	existing entry (30)								
Simpkin's (1141 Simpkin)	chocolate centred								
	barley sugars								
	butterscotch chocolate	15	0		3	4		2	0
	lime chocolate	15	0		3	4		2	0
	mint chocolate	15	0		3	4		2	0
	orange chocolate	15	0		3	4		2	0
	glucose barley sugar								
	sticks								
	cherry		2	8		7			4
	fruit		2	8		7			4
	plain		2	8		7			4
	glucose confections								
	barley sugar plain	12	9		2	10		1	8
	barley sugar fruits	12	9		2	10		1	8
	bitter lemon drops	12	9		2	10		1	8
	blackcurrant and								
	liquorice	12	9		2	10		1	8
	buttermints	12	9		2	10		1	8
	butterscotch	12	9		2	10		1	8
	clear mints	12	9		2	10		1	8
	fruits-de-luxe	12	9		2	10		1	8
	JuiCees black cherry	12	9		2	10		1	8
	rose hip	12	9		2	10		1	8
	blackcurrant	12	9		2	10		1	8
	orange	12	9		2	10		1	8
	JuiCets (1gross)	31	6		6	11			4
	lemon & honey	12	9		2	10		1	8
	Mitchum mint creams	12	9		2	10		1	8
	rum & butter	12	9		2	10		1	8
	sherbert fruits	12	9		2	10		1	8
	tangerine, lemon &								
	grapefruit	12	9		2	10		1	8
	treacle & liquorice	12	9		2	10		1	8
	winter warmers								
	(1gross)	31	6		6	11			4
$\frac{1}{2}$ lb. tins									
	assorted fruit drops	27	6		6	0		3	6
	barley sugar drops	27	6		6	0		3	6
	digestive mint drops	27	6		6	0		3	6
	JuiCees blackcurrant	27	6		6	0		3	6
	orange	27	6		6	0		3	6
	lemon acid drops	27	6		6	0		3	6
	tangerine, lemon &								
	grapefruit	27	6		6	0		3	6
	medicated confections								
	all four drops	3	4		1	3			9
	anti coff drops	10	0		3	8		1	6
	bronchial drops	3	4		1	3			9
	children's cough drops	3	4		1	3			9
	glucose winter candy	9	7		2	1		1	3
	menthol & eucalyptus								
	drops	10	0		3	8		1	6
	T.C.L. drops	3	4		1	3			9
	treacle cough drops	3	4		1	3			9
	pastilles								
	antiseptic throat	17	3		6	4		2	9
	assorted fruit	9	4		2	1		1	3
	catarrh	17	3		6	4		2	9
	Dilly Duckling	17	3		6	4		2	9
	extra strong cough	17	3		6	4		2	9
	Gee's linctus 8.P.C. †	16	9		—			2	0
	glycerine & black-								
	currant	19	3		4	3		2	9
	glycerine, lemon &								
	honey	19	3		4	3		2	9
	glycerine of thymol	20	0		—			2	6
	menthol bronchial	17	3		6	4		2	9
	menthol & eucalyptol								
	B.P.C.	20	0		—			2	6
	mouth ulcer	20	0		7	4		3	0
	sugarless fruit pastilles	20	9		4	7		2	9
	roll packs								
	blackcurrant fruit								
	pastille	5	9		1	3			9
	cough	3	10		1	5			7
	glucose fruit pastille	5	9		1	3			9
	glucose peppermint	3	9			10			6
	Koala fruit	4	4			11			7
	menthol & eucalyptus								
	8.P.	8	0		—			1	0
	Teddy cough pastille	5	0		1	10			9
	sundries								
	finest peppermints	3	7			9		1	6
	glucose sulphur tablets	9	0		3	4		1	6
	L.L.C. lozenges 1oz	6	3		—				9
	2oz	12	0		—			1	6
Slack's (232 Carter)	rheumatic tablets	40		1	10ea		8ea	3	6
Sloans (721 LC)	liniment		24	8		8	7	3	9
Smith Kendon (1152 5K)	pastilles								
	blackcurrant and								
	glycerine	18	0		3	8		2	7
	bronchial	17	0		5	9		2	7
	eucalyptus and								
	menthol	18	3		—			2	4
	glycerin and thymol	18	3		—			2	4

		Trade	Tax	Retail	
honey, glycerin and lemon		18 0	3 8	2 7	
red gum and menthol		17 0	5 9	2 7	
Snowfire (1038 R & C)					
healing tablets		10 10	4 0	1 6	
vanishing cream		—	—	—	D
Sombrero (532 Goya)					
cream tube		29 5	16 2	5 0	
Soneryl (971 PSM8) †sls4A					
tablets	25	16 0	—	2 0	
	100	40 0	—	5 0	
	500	12 6ea	—	18 9	
	5000	120 0ea	—	180 0	
Sparklets (183 BOC)					
syphons					
Ambassador		115 5ea	15 10ea	189 0	
Executive		85 8ea	11 11ea	126 0	
President		320 7ea	44 1ea	525 0	
Spillers (1172 Spillers)					
mixed ovals	6½lb	81 0	17 9	9 8	
Kenno biscuits	28lb	26 9ea	5 10ea	38 0	
Saval	6½lb	85 3	18 6	10 3	
Shapes	6½lb	81 0	17 9	9 8	
Winalot meal	6½lb	81 0	17 9	9 8	
Stimplete (1352Wyeth)					
elixir 1200 ml					D
Strix (859 Moore)					
Strix (878 Napp)					I
Suncal (232 Carter)					
calamine cream	56g	1 10ea	8ea	3 6	
Supersoft (1038 R & C)					
bubble bath	bottle	19 5	7 2	2 9	
hair spray	standard	36 4	20 0	5 9	
	economy	44 7	24 7	7 0	
hair toner	super	76 5	42 1	12 0	
hair toner	sachet	6 5	3 6	1 0	
hand cream		15 11	8 9	2 6	
talcum		28 2	15 6	4 5	
waveset		15 11	8 9	2 6	
Taka-Diastase (938 PD)					
liquid	125ml				D
Taxico (232 Carter)					
dandelion coffee	4oz	2 8ea	—	3 6	
	8oz	5 2ea	—	6 6	
	12oz	7 0ea	—	9 0	
Taylors Seven Oils (110 8)					
	100cc	27 0	9 11	4 0	
	200cc	41 0	15 0½	6 3	
Terramycin (969 Pfizer)					
animal formulas TSVPO					
antibiotic feeds					
Supplets	50lb	100 0ea	—	120 0	
injection with lignocaine	40ml	14 11ea	—	22 4	I
	100ml	35 0ea	—	52 6	
paediatric drops					
	10ml	3 7ea	—	5 5	
syrup	100ml	7 2ea	—	10 9	
tablets 100mg	100	34 11ea	—	52 5	
topical ointment					
	15g	2 3ea	—	3 5	
	25g	3 5ea	—	5 2	
Theogardenal (971 PSM8) †sls4A					
tablets	100	84 0	—	10 6	
	500	30 10ea	—	46 3	
Therm-O-Lin (232 Carter)					
liniment	50ml	2 4ea	10ea	4 6	
Thermos (1226 Thermos)					
vacuum flask	16QHT	—	—	19 11	I
stainless steel	226	—	—	232 0	
	246	—	—	268 7	
Therm-O-Wool (232 Carter)					
small	1	7ea	7ea	3 0	
large	2	7ea	11ea	4 7	
Tonrinz (1038 R & C)					
hair colour rinse		6 5	3 6	1 0	
Tosca (1141 Simpkin)					
liquorice sticks	25g	—	—	10	
Trabvac (969 Pfizer)					
poultry vaccine	50ml				D
Trend (1467 Trend)					
eyelashes		55 6	30 6	9 11	
Tri-Adcortyl (1176 Squibb) TS					
cream	30g	26 6ea	—	39 9	
Trufood (1249 Trufood)					
Follow On	16oz	64 10	—	6 9	
half cream	16oz	62 4	—	6 6	
humanised	15oz	64 10	—	6 9	
Trusts (103 Beecham)					
dog or cat tablets		34 2 (6 doz)	—	7	
Tubipads (1127 Seton) existing entry					D
Tubipads (1127 Seton) (distributors 93 81)					I
for heels and elbows					</

			Trade		Tax		Retail
Ucal (1261 Ucal)							
antiseptic healing ointment			20	6	7	6	2 11
antiseptic universal cream			24	0	—		3 2
baby cream			22	6	8	3	3 10
baby powder			18	0	6	7	2 11
bay rum	100cc		15	0	8	3	3 2
bay rum & cantharides	4oz		16	0	8	9	3 8
blister cream			19	6	7	2	3 6
blood purifier	6oz		21	0	7	8	3 6
	16oz		36	9	13	6	6 8
bronchial catarrh syrup †							
	4oz		22	6	8	3	3 10
	8oz		32	9	12	0	5 8
bronchial lozenges			18	0	6	7	2 10
burn dressing	25g		24	0	—		3 6
chilblain paint	½oz		17	0	6	3	2 11
children's aspirin soluble							
	50		14	9	5	5	2 3
chillie paste	2oz		22	6	8	3	3 10
cinnamon and quinine							
	2oz		22	0	8	1	3 6
	8oz		68	6	—		—
coffee							
cough mixtures							
all fours †	3oz		18	0	6	7	3 3
children's cherry bark †							
	50cc		15	0	5	6	3 0
	100cc		24	0	8	9	4 5
adult's cherry cough †							
	4oz		24	0	8	9	4 5
junior linctus	2½oz		19	6	7	2	3 6
	5oz		29	6	10	10	5 0
speedy cough	2½oz		20	0	7	4	3 6
	5oz		31	0	11	4	5 3
diarrhoea mixture	4oz		20	0	7	4	3 6
ear drops golden			20	0	7	4	2 11
embrocation	4oz		23	0	8	5	3 10
extract of malt	1lb		47	9	—		—
	2lb		84	9	—		—
with c.l.o.	1lb		48	6	—		—
	2lb		85	9	—		—
eye ointment †	½dr		12	0	4	5	2 1
flavourings synthetic							
	½oz		17	0	—		2 3
food colourings							
synthetic	½oz		15	6	—		2 3
foot powder †			22	6	8	3	3 6
Fuller's earth cream							
	1½oz		15	0	8	3	3 3
	powder 50g		13	9	—		2 3
gargle, astringent rose							
	6oz		17	0	6	3	3 2
Gee's linctus BPC							
† DDI	100cc		16	0	—		2 0
	200cc		26	0	—		3 6
gingerade concentrate			18	6	4	1	2 11
glycerine suppositories							
infant's	12		19	0	—		—
children's	12		24	0	—		—
adults	12		30	0	—		—
Indian Brandee	2oz		17	6	6	5	3 2
	4oz		24	6	9	0	4 5
indigestion lozenges							
	44		18	0	6	7	2 11
influenza mixture red							
	200cc		24	9	9	1	4 3
iodised throat lozenges							
	24		12	0	4	5	2 1
	48		18	0	6	7	3 2
iron and yeast tonic							
tablets	100		24	9	—		3 6
juniper beans	25		14	6	5	4	2 11
L.L.C. lozenges	1½oz		8	0	—		1 2
menthol & wintergreen							
cream	1oz		20	9	7	7	3 6
nursery powder	100g		18	0	6	7	2 1

NEW from Co-Caps



Imipramine

Each capsule contains 25 mg Imipramine BP 42/- per 250 (Basic NHS) 10% Discount when ordered direct from CO-CAPS 361 Lillie Road London SW6 Telephone 01-370 4664 (reverse charge)

	Trade	Tax	Retail	
Ultraproct (1479 5CL) T5				
Ung. betulae virid. c. sinapsis (211 Butler)	9 Oea	—	13 6	D
Ung. sedativum (211 Butler)				
Valderma (1038 R & C)				
antiseptic balm tube	29 6	—	3 3	
	40 7	—	4 6	
1oz	31 9	—	3 6	
2oz	45 0	—	5 0	
4oz	58 6	—	6 9	
shaving cream	25 7	9 5	3 6	
stick	14 3	5 3	2 0	
soap toilet	12 11	4 9	1 9	
bath	21 1	7 9	2 9	
talcum powder	22 4	12 3	3 6	
Val Pak (1038 R & C)				
face pack sachet	12 2	6 8	1 11	
tube	24 0	13 2	3 9	
	32 4	17 9	4 11	
Valpeda (1038 R & C)				
foot balm	32 7	—	3 9	
Variban (339 CG)				
elastic adhesive bandage				
1in x 3yd	28 11	—	3 4	
2in x 3yd	48 6	—	5 8	
2½in x 3yd	59 4	—	7 2	
3in x 3yd	70 4	—	8 2	
4in x 3yd	90 6	—	10 6	
Veet 'O' (1038 R & C)				
hair removing cream	27 4	15 0	4 2	
	36 3	19 11	5 6	
	50 0	27 6	7 9	
lotion	50 6	27 9	8 0	
Vibra (721 LC) existing entry				D
Vibra (721 LC)				
tonic bath	21 6	11 3	3 6	
Vince (721 LC)				
powder 2oz	28 2	9 10	4 0	
Vitalising (1286 VGC)				
(distributors 1141 Simpkin)				
glucose tablets rolls	8 5	—	1 0	
Wate-on (366 Dendron)				
emulsion regular 16oz	163 6	—	19 5	
super 16oz	210 6	—	25 0	
tablets regular 96	163 6	—	19 5	
super 96	210 6	—	25 0	
Waterbury's (721 LC)				
compound 16oz	70 8	24 8	10 9	
Wellcome (208 8W)				
influenza split virus				
vaccine (inactivated)				
deoxycholate treated				
bivalent 1ml	12 Oea	—	18 0	
10ml	100 Oea	—	150 0	
Wild Fern (1355 Yardley)				
soap	23 0	8 5	3 3	

	Trade	Tax	Retail	
Woman's World (388 Dreston)				
cleansing cream 112cc	35 0	18 9	6 0 A	
colour shampoo 230cc	35 0	18 9	6 0	
facial moisture cream				
112cc	32 0	17 2	5 7	
hair conditioner 53g	44 0	23 7	7 7	
hair shampoo 230cc	30 0	10 9	4 9	
hand lotion 112cc	32 0	17 2	5 7	
moisture base 53g	44 0	23 7	7 7	
perfume purser 5cc	63 0	33 9	10 10	
rich skin food 53g	44 0	23 7	7 7	
splash Cologne 108cc	75 0	40 3	12 10	
Woolulose (339 CG)				
household wool	18 0	—	2 2	
Yaxa (366 Dendron)				A
aerosol	48 3	25 3	7 10	
Cologne No.1	51 10	27 1	8 5	
refill	48 3	25 3	7 10	
luxury spray	36 11	19 4	6 0	
refill	29 9	15 7	4 10	
roll-on	42 1	22 0	6 10	
refill	36 0	18 9	5 10	

AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

25 A5=Albion Soap Co. Ltd., 30 Thames Street, Hampton-on-Thames, Middlesex. 01-979 0171.
171 8LL=Bristol Laboratories Ltd, Stamford House, Station Road, Langley, Bucks. Slough 44511.
414 Elliman=Elliman & Co Ltd, St. Helens, Lancs. 0744-27461.
671 Jeyes=Jeyes UK Ltd., Brunel Way, Thetford, Norfolk. Thetford 4567.
800 TM=Thomas Marns & Co, Brookside Avenue, Rustington, Sussex. Rustington 3237.
826 Medex=Medexport Ltd, Du Barry House, James Street, London, W.1. 01-935 3711.
905 Nutrikem=Nutrikem Ltd., Dalton, Thirsk, Yorkshire. Topcliffe 392.
935 Papier=Papier Poudre Ltd., 15 Oxford Circus Avenue, London, W.1. 01-437 2661.
983 Pifco=Pifco Ltd., Princess Street, Failsworth, Manchester M35 0H5. 061-681 8321.
1237 Tillott=Tillotts Laboratories, 44 Lupus Street, London, S.W.1. 01-828 3641.
1311 Warth=Warth of Chatteris, Wych Elm House, Harlow, Essex. 027-96 22231.
1446 Pearmoss=Pearmoss Ltd, 20 Wallington Square, Wallington, Surrey. 01-669 3195.
1487 Juvena=Juvena (Great Britain) Ltd., 1 Berkeley Square, London, W.1. 01-629 0368.
1506 Mennen=Mennen UK Ltd., Mennen House, Marlowe, Bucks. Marlowe 6565.
1515 EML=Europa Merchants Ltd, 6 Old Bond Street, London, W1X 3TA. 01-493 4654.
1561 MD=Michael Denham Ltd., North Lane, Alder-shot, Hants. 0252-24373.

THIS WEEK'S CHANGES

	Trade	Tax	Retail	
7 O'Clock (514 Gillette)				A
blades carbon (5)	19 2	7 0	1 9	
stainless (5)	(20 pkts)	(20 pkts)	3 0	
	32 10	12 0½		
	(20 pkts)	(20 pkts)		
Agfa (16 AGL)				A
binoculars 8x30	—	—	497 6	
case	—	—	85 9	
10x40	—	—	665 0	
case	—	—	95 3	
films black & white				
Dia direct reversal				
35mm 36exp.	—	—	23 0	
papers Brovira &				
Record Rapid single				
weight				
3½ x 5	100	—	20 6	
3½ x 5½	25	—	7 2	
100	—	—	22 7	
4½ x 6½	25	—	11 3	
100	—	—	33 10	
5x7	100	—	40 0	
6½ x 8½	10	—	8 2	
100	—	—	58 5	
8x10	10	—	11 3	
100	—	—	83 0	
10x12	10	—	16 5	
50	—	—	65 7	

	Trade	Tax	Retail	
double weight				
3½ x 5	100	—	24 7	
3½ x 5½	25	—	8 2	
100	—	—	26 8	
4½ x 6½	25	—	12 4	
100	—	—	40 0	
5x7	25	—	14 4	
100	—	—	47 2	
6½ x 8½	10	—	9 3	
100	—	—	69 0	
8x10	10	—	13 4	
100	—	—	99 0	
Agfatronic (16 AGL)				
flashguns				
140A	—	—	439 6	•
160A	—	—	549 9	A
Algamarin (708 KI)				I
foam bath tube				
size 1	12 10	7 1	2 0	
2	50 6	27 9	7 1	
bottle size 3	15 3ea	8 5ea	28 6	
4	53 0ea	29 2ea	99 0	
Atasorb (413 Lilly)				A
450ml	12 7ea	—	18 10	
Ayds (1491 Cuticura)				•
Trimwheel exerciser	140 0	50 0	59 6	
(½ doz)	(½ doz)	(½ doz)		
Baby Life (1499 BLP)				•
nappy pak	20 3	—	2 3	

	Trade	Tax	Retail	
Badedas (338 Cussons)				A
continental bath gelee				
tube 1-bath	16 6	5 6½	2 6	
5-bath	66 1	22 3	10 0	
bottle 10-bath	132 2	44 6	20 0	
25-bath	297 4	100 1½	45 0	
75-bath	726 10	244 9	110 0	
Bellodgia (1071 Robins) existing entry				D
Bellodgia (1071 Robins)				I
Cologne				
60	14 Oea	7 9ea	30 0	
120	24 Oea	13 3ea	50 0	
240	38 Oea	20 11ea	80 0	
spray	31 Oea	17 0ea	65 0	
dusting powder	25 Oea	13 9ea	52 0	
eau de toilette	21 Oea	11 7ea	45 0	
120	36 Oea	19 10ea	75 0	
240	55 Oea	30 3ea	115 0	
spray	35 Oea	19 3ea	72 0	
perfume	20 Oea	11 0ea	43 3	
5	36 Oea	19 10ea	75 0	
7	15 Oea	31 4ea	120 0	
30	86 Oea	47 4ea	180 0	
60	134 Oea	73 9ea	280 0	
spray	40 Oea	22 0ea	84 0	
Broxodent (713 KH)				
electric toothbrush	—	—	155 0	
Caron (1071 Robins)				
face powder small	14 Oea	7 9ea	29 0	
large	19 Oea	10 6ea	40 0	
compressed	14 Oea	7 9ea	29 0	
refill	8 Oea	4 5ea	16 0	
Cestra (1073 Robinson)				A
face masks standard	259 9	—	—	
(1 gross)				
Cologel (413 Lilly)				A
450ml	7 3ea	2 8ea	13 6	
Coty (301 Coty)				•
sunshimmer make-up				
small	60 3	33 8	10 6	
Cussons (338 Cussons)				A
Apple Blossom talc	28 8	14 6	4 11	
Blue Hyacinth talc	30 7	15 5	5 3	
Fascination talc	28 8	14 6	4 11	
Imperial Leather				
brilliantine solid	16 0	8 1	2 9	
soap toilet	11 2	3 9	1 6	
bath	18 1	6 1	2 5	
pine bath cubes	4 4	2 2	9	
Reflection talc	30 7	15 5	5 3	
Wild Lavender bath				
cubes	4 4	2 2	9	
Wild Ginger talc	—	—	—	D
Dettol (1037 Reckitt)				A
small	13 5	4 7	1 11	
medium	23 5	7 11½	3 4	
large	38 6	13 1	5 6	
Dormel (1426 UN)				A
feeders	—	—	2 9	
teats	—	—	11	
Elnett (525 Golden)				•
Satin aerosol 450g	150 0	82 6	25 0	
Farax (518 Glaxo)				C
(distributors 448 Farleys)				
fingers 6oz	41 6	—	2 2	
(2 doz)				
Fenjal (1113 5 & 8)				A
Classic beauty soap	41 2	13 9	5 10	
creme bath	28 2	14 3	4 5	
42cc	54 9	27 8	8 7	
98cc	113 1	57 2	17 9	
231cc	229 5	115 11	36 0	
decanter 140cc	203 11	103 0	32 0	
370cc	37 2ea	18 9½ea	70 0	
Satin Touch talc 100g	55 9	28 2	8 9	
Fresh creme bath 21cc	28 2	14 3	4 5	
42cc	54 9	27 8	8 7	
98cc	113 1	57 2	17 9	
231cc	229 5	115 11	36 0	
decanter 140cc	203 11	103 0	32 0	
Flours de Rochaille (1071 Robins) existing entry				D
Flours de Rochaille (1071 Robins)				I
Cologne				
60	14 Oea	7 9ea	30 0	
120	24 Oea	13 3ea	50 0	
240	38 Oea	20 11ea	80 0	
spray	31 Oea	17 0ea	65 0	
dusting powder	25 Oea	13 9ea	52 0	
eau de toilette	21 Oea	11 7ea	45 0	
120	36 Oea	19 10ea	75 0	
240	55 Oea	30 3ea	115 0	
spray	35 Oea	19 3ea	72 0	
perfume	20 Oea	11 0ea	43 3	
5	36 Oea	19 10ea	75 0	
15	57 Oea	29 4ea	120 0	

	Trade	Tax	Retail	
30	86 0ea	47 4ea	180 0	
60	134 0ea	73 9ea	280 0	
40	0ea	22 0ea	84 0	
spray				
Focus (1242 Toni)	24 10	13 8	4 0	A
hair highlight				
Colorcade				D
Folic Acid (413 Lilly)				
tablets 5mg	1000 19 3ea		28 11	A
Forhans (1113 S & B)				A
toothpaste	27 8	9 3	3 11	
Gamgee (1073 Robinson)				A
tissue B.P.C.	18 2			
2oz	32 6			
4oz	59 6			
8oz	112 0			
16oz	112 0			
pink label	2oz 16 0			
4oz 28 3				
8oz 51 0				
16oz 94 0				
Geriden (369 DL)				D
elixir				
Gillette (514 Gillette)				A
blades blue	(5) 21 11	8 0½	2 0	
blue extra	(S) 30 1	11 0	2 9	
razors	(20 pkts) (20 pkts)			
3-piece	32 10	12 0½	5 0	
Adjustable set	164 1	60 2	25 0	
Slim Twist set	85 5	31 4	13 6	
Gucki (16 AGL)				A
35 mm viewer			13 9	
Histalog (413 Lilly)				A
ampoules 50mg/ml	6 48 10ea		73 3	
Inco (1073 Robinson)				A
garments				
24×28in	8 9ea	1 2ea	12 5	
28×32in	9 0ea	1 3ea	12 11	
32×36in	9 11ea	1 4ea	14 1	
36×40in	10 2ea	1 5ea	14 5	
40×44in	10 10ea	1 6ea	15 5	
roll	21 9		2 3	
cleansing tissues	100 10 4ea		12 10	
Innox (654 Innox)				D
eye collection				
Dramatic				
eyebrow pencil			6 7	
refill			4 3	
eye liner			12 1	
mascara block			9 3	
nail hardener			16 0	C
Shadow Satin			9 6	I
Shadow Soft				
eye shadow			7 6	
with applicator			11 8	
applicator			4 8	
Iso-Rapid (16 AGL)				A
outfit IC			126 2	
Kaylene (684 Kaylene) existing entry				D
Kaylene (684 Kaylene)				I
(distributors 1545 Vestric)				
150g	28 10	10 7	4 2	
Kaylene-OI (684 Kaylene) existing entry				D
Kaylene-OI (684 Kaylene)				I
(distributors 1545 Vestric)				
450ml	60 0	22 0	8 7	
with phenolphthalein	60 0	22 0	8 7	
Kent (693 Kent)				A
toothbrushes				
De Luxe	67 4		8 5	
Classic	46 0		5 9	
Wessler	60 8		7 7	
ex. hard	64 0		8 0	
Wessler machine made				
nylon	20 8		2 7	
Park Lane	30 0		3 9	
ex. hard	33 4		4 2	
Contour	33 4		4 2	
Pedigree	28 0		3 6	
ex. hard	33 4		4 2	
Smokers	35 4		4 5	
Stoutheart	28 0		3 6	
Super	56 0		7 0	
Harley Street	28 0		3 6	
ex. hard	33 4		4 2	
Shorthair nylon	15 4		1 11	
soft	17 4		2 2	
Longhead nylon	15 4		1 11	
Olympic nylon	23 4		2 11	
KB42 badger	54 0		6 9	
Junior	13 4		1 8	
Baby	11 4		1 5	
denture brush				
K45	24 0		3 0	
Lactate-Ringer's (413 Lilly)				A
solution ampoules				
dp25	240 0ea		360 0	
Lady Manhattan (893 Nicholas)				D
Cologne spray				D
cream perfume roll-on				D
perfume presentation				D
Limmits (1552 UL)				A
biscuits	39 9		4 5	
crackers	45 0		5 0	
savoury biscuits	45 0		5 0	
soup	18 0		2 0	
Magsorbent (684 Kaylene) existing entry				

	Trade	Tax	Retail	
Magsorbent (684 Kaylene)				
(distributors 1545 Vestric)				
powder	50g 19 7	7 2	2 10	
150g 38 2	14 0	5 5		
65 29 0	10 7	4 2		
tablets				
Merthiolate (413 Lilly)				A
tincture	5 4ea		8 0	
2-251 18 10ea		28 3		
80oz				D
Nella (1517 Nella)				I
red oil	56ml 30 0	11 0	4 6	
Organidin (369 DL)				
(distributors 1545 Vestric)				
elixir	150ml 70 6	27 10	11 0	
21 107 11ea	39 7ea			
solution	25ml 58 0	21 3	9 1	
old packs				D
Ostermilk (518 Glaxo)				A
Nos. 1 and 2	11b 49 4		4 8	
Oxydent (1113 S & B)				
denture cleanser 210g	28 3	9 6	4 0	
Paris Mist (654 Innox)				C
skin perfume	50cc		18 4	
Pedosan (1514 Brocapharm)				C
callous plasters (4)	47 4	17 4	7 6	
corn plasters (7)	47 4	17 4	7 6	
Pharmacia (1497 PGBL)				
Phadebas amylase test				
tablets	50 66 0ea			
Pharmaton (1564 Pharmaton)				
hair tonic			34 9	
royal bath			30 9	
skin activator			45 1	
Philips (977 PE)				A
electric blankets				
3-heat				
single HL2216	93 2ea	33 4ea	157 6	
double HL2226	113 10ea	40 9ea	192 6	
dual HL2236	136 8ea	48 10ea	231 0	
family				
single HL2215	64 9ea	23 2ea	109 6	
double HL2225	81 4ea	29 1ea	137 6	
health lamps				
combined HP3108	161 5ea	57 9ea	273 0	
Infraphil KL7500	94 6ea		126 0	
Ultraphil KL2866	121 3ea	43 5ea	205 0	
hair dryer				
ensemble HP4110	68 0ea	24 4ea	115 0	
floor stand HP4906	28 7ea	3 1ea	42 0	I
shavers				
Flip Top HP1103	93 2ea	33 4ea	157 6	A
Ladyshave HP2108	46 11ea	16 11ea	79 6	
de luxe HP2113	58 10ea	21 1ea	99 6	
Philishave de luxe				
HP1112	129 2ea	46 3ea	218 6	
special HP1109	115 3ea	41 3ea	195 0	
compact HP1204	79 10ea	28 7ea	135 0	
Potter & Moore (994 P & M)				A
lavender				
bath cubes	60 35 4	18 11	6 0	
dusting powder	62 122 6	65 8	21 6	
soap toilet (3)	59 68 0	24 4	10 6	
bath (3)	61 96 0	34 4	16 0	
perfume	52 50 0	26 10	8 6	
53 61 0	32 9	10 6		
54 180 0	55 3	17 6		
55 152 0	81 6	30 0		
solid 56 43 0	23 11	7 6		
talcum 57 43 0	23 11	7 6		
Pour un Homme (1071 Robins) existing entry				D
Pour un Homme (1071 Robins)				I
after shave	60 11 0ea	6 1ea	22 0	
120 16 0ea	8 10ea	33 0		
170 21 0ea	11 7ea	45 0		
Cologne	60 13 0ea	7 2ea	26 0	
120 21 0ea	11 7ea	45 0		
170 27 0ea	14 10ea	57 0		
240 36 0ea	19 10ea	75 0		
400 53 0ea	29 2ea	110 0		
720 86 0ea	47 4ea	180 0		
120 31 0ea	17 1ea	65 0		
atomiser	9 0ea	5 0ea	19 6	
talcum				
Prom (1242 Toni)				A
home permanent large	61 2	33 8	9 10	
small	40 11	22 6	6 7	
roller perm complete	80 10	44 5½	13 0	
without rollers	48 8	26 9	7 10	
Quin-tessen (70 AHF)				
elixir	300ml 220 0		27 6	
Radio-malt (179 BDH)				
jar	11b 52 0		5 9	
21b 89 0			9 11	
Remington (1044 R)				
shavers F2	153 7ea	54 2ea	259 0	
Restoria (1113 S & B)				A
hair colour restorative	165 8	83 9	26 0	
Scott's (1113 S & B)				A
emulsion	8oz 44 1	14 9	6 3	
16oz 74 9	25 0	10 7		

	Trade	Tax	Retail	
Sebaclen (369 DL)				
(distributors 1545 Vestric)				
dandruff treatment	55ml 44 0		5 6	
old packs				D
Sedatusin (413 Lilly)				A
450ml 6 3ea	2 4ea	11 9		
2-251 25 11ea	9 6ea	48 5		
Serenace (1121 Searle)ts4B				
liquid 500ml 263 6ea		395 3		
tablets 5mg 50 53 4ea		80 0		
250 246 6ea		369 9		
1000 924 8ea		1387 0		
Slimwheel (762 Limbex)				I
exerciser	29 6ea	10 7ea	55 0	
Sodium-lactate (413 Lilly)				A
solution ampoules	dp25 399 11ea		599 10	
Spruce (514 Gillette)				D
shave cream lather				D
aerosol				D
talcum				A
Sta-blond (1113 S & B)				
shampoo sachet	7 1	2 4	1 0	
bottle 80cc 28 3	9 6	4 0		
Steedmans (1113 S & B)				
nappy cream 55g 36 0		4 0		
soothing powders (9)	17 1	5 9	2 5	A
teething jelly	24 1	8 1	3 5	
Tame (1242 Toni)				
creme rinse	60g 23 4	12 10	3 9	
112g 37 3	20 6	6 0		
2oz & 4oz				D
T.C.P. (1552 UL)				A
antiseptic	2oz 17 0½	6 3	2 5	
8oz 35 3½	12 11½	5 0		
Tes-Tape (413 Lilly)				A
dp 100cm	8 3ea		12 4	
Thermogene (1073 Robinson)				A
wool	21 0	7 8	3 2	
small	34 6	12 8	5 4	
large				A
Toni (1242 Toni)				
casual hair colour	62 1	34 2	10 0	
hair lightener	62 1	34 2	10 0	
home permanent				
regular, super and				
gentle	73 6	40 5	11 10	
tip	48 8	26 9	7 10	
spin curlers				
regular, midget (12)	27 4	10 0	4 0	
Sofspin (9)	36 5	13 4	4 0	
creme hair lightener				D
Trimettes (1552 UL)				
biscuits	39 9		4 5	A
choc. fingers	23 3	5 1½	3 0	
wafers	45 0		5 0	
Tuamine sulphate (413 Lilly)				A
solution 1% 15ml	2 8ea		4 0	
Valentine's (33 JA)				I
meat juice extract	14 0ea		18 0	
Valet (514 Gillette)				A
blades	(10) 25 1	9 3	4 7	
(10 pkts) (10 pkts)				
Vykmin (1113 S & B)				A
capsules	46 6		5 2	
84 9			9 5	
153 0			17 0	
White Cross (338 Cussons)				A
baby powder	13 9	4 7½	2 1	
23 8	7 11½	3 7		

AMENDMENTS TO KEY TO SUPPLIERS

33 JA=Joseph Allen, c/o 12 Park Hill, Bury Old Road, Prestwich, Manchester. 061-740 3438.
 70 AHF=Associated Health Foods Ltd, Alfonsal House, Oyster Lane, Byfleet, Surrey. Byfleet 44402.
 368 DHP=Dental Health Promotion, 104a Cheyne Walk, London, S.W.10. 01-351 0326.
 708 KI=Knightsbridge Importers Ltd, Kynance Place, Gloucester Road, London, S.W.7. 01-584 8741.
 762 Limbex=Limbex Ltd, 124 Barby Road, London, W.10. 01-969 9471.
 1517 Nella=Nella Products, 99 Wales Road, Kiveton, Sheffield.
 1530 Fisons=Fisons Ltd, Pharmaceutical Division, 12 Derby Road, Loughborough, Leics. Loughborough 3113.

Stop press

	Trade	Tax	Retail	
Domestos (382 Domestos)				A
regular	18 1		1 9	
giant	27 5		2 8	
Lifebuoy (756 Lever)				
soap family size	40 6	14 3	2 7	
old pack				D

Therapeutic—pharmacological index

The following products to be added under the classifications stated

- 4 Mithracin
- 11(e) Maloprim
- 13(c) Norpramine
- 14(b) Phosphate Sandoz Effervescent

Another great breakthrough from Ayds—makers of the world-famous Reducing Plan! It's called Ayds TRIMWHEEL—and it's a muscle exerciser designed to put new life into slack muscles. It's an exercise wheel designed—and promoted—to *keep the total figure in trim*. But that's not all. Ayds TRIMWHEEL, like Ayds Reducing Plan, will be sold only through chemists!

Guaranteed to last a lifetime!

Ayds TRIMWHEEL is manufactured in super-tough nylon. *And it's guaranteed to last a lifetime of rolling!* It has its own highly detailed instruction booklet, endorsed by physiotherapists. Every way you look at TRIMWHEEL, it's a winner. *And the price? ONLY 59/6d.*

BIG ADVERTISING CAMPAIGN

Special ads in the National press will tell your customers about Ayds TRIMWHEEL. These will appear in the 'Sunday Express,' 'Woman's Own' and 'Woman's Realm'; as well as the

specialised magazine 'Slimming and Family Nutrition'!

Ayds are mailing thousands of Reducing Plan users telling them that TRIMWHEEL is now at their local chemists. *And in addition* TRIMWHEEL will be featured throughout the launch period in every *Ayds Reducing Plan Ad*—and they appear in around 16 of Britain's top readership newspapers and magazines!

TRIMWHEEL'S ON TV TOO!

'Keep young and beautiful' is the theme of the 30- and 15-second TV spots for Ayds TRIMWHEEL which will be screened in the Thames TV area starting very soon.

PUT TRIMWHEEL ON SHOW IN YOUR SHOP!

Special display pieces will back up Ayds TRIMWHEEL advertising on your shop counter! The wheel itself appears in these displays, showing your customers exactly what it's like.

IT PAYS YOUR CUSTOMERS TO BUY NOW!

Many customers for TRIMWHEEL will already be Ayds Reducing Plan users. So we're helping them by placing *half a redeemable voucher worth 5/- for TRIMWHEEL*—in every Ayds packet! The other half of the coupon will be found in the TRIMWHEEL box—and your customers send the completed coupon to Ayds for a 5/- refund! You don't have to do anything except tell your customers about it.

IT PAYS YOU TO STOCK TRIMWHEEL NOW!

Ayds are offering very attractive selling-in rates during the initial TRIMWHEEL launch period. So stock up now.

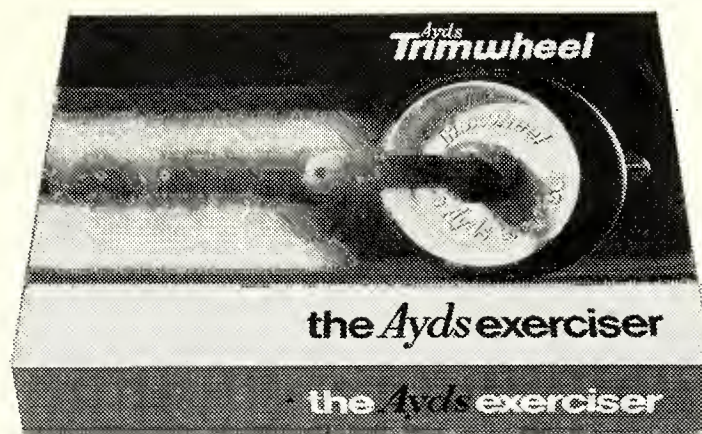
Start TRIMWHEEL sales rolling in your area!

Ayds.

AYDS DIVISION OF CUTICURA LABORATORIES LTD.
MAIDENHEAD • BERKS

Trimwheel

The Ayds exerciser



Just watch the profits roll in!



**YOU CAN TELL
A RELIABLE
COMPANY BY
THE CUSTOMERS
IT KEEPS**

Many of the nation's leading drug houses retain May & Baker as a chief supplier of pharmaceutical chemicals. Several of these firms were established customers before the turn of the century and have continued to utilise May & Baker bulk chemicals in their manufacturing processes up to the present day. They engage our services year after year because they can be sure of receiving high quality chemicals every time. Chemicals manufactured under the most stringent controls to meet exacting standards of purity, therapeutic activity and dependability.

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COMMENT COMMENT COMMENT COMMENT COMMENT

The new Government's man

Only a small proportion of pharmacists is likely to regret the departure of Mr Richard Crossman from his Cabinet office. His "sitting on the fence" attitude in respect of the dispensing doctor problem was a great disappointment to pharmacists who hold that their views coincided with that which was so eminently the best for the patient.

Richard Crossman's failure to take a positive decision in that matter led to the deterioration of professional relationships between the pharmaceutical and medical professions, a situation that continued until recently when Mr A. Howells as president of the Pharmaceutical Society made strenuous efforts to find some way of reconciliation.

Sir Keith Joseph, the new Minister for the Social Services has had a wide personal experience of social work and charity. He is a firm believer in a competitive economy that penalises inefficiency. He is also a believer in the principle of selectivity.

The new Government under Mr Edward Heath is unlikely to make sweeping changes in the National Health Service — Mr Heath is on record as saying: "We have no plan to change the health service system", but there may be changes in emphasis within that organisation. In fact, the service might indeed get the extra capital it so badly needs if the Government follow up the idea they put forward — that the money saved in their policy of selective housing subsidies be transferred to the service.

Concerning the general organisation of the National Health Service the Conservatives do not quarrel with the principle in the Green Paper of improved co-ordination of services. There is also a large measure of agreement that this involves grouping more services under the same administrative body. There were, however, arguments about the detailed organisation of the service, especially at local level.

The new Government, of course, agrees with the exis-

tence of the Department of Health and Social Security — this was a feature of the Conservative manifesto in 1966.

Lord Balniel has expressed the party as being in favour of overall planning on a regional basis by a regional body covering all branches of the service. There should be firm local authority representation on it and equally firm professional representation.

The task of the local authority should be to assess needs and to allocate money. It should not be responsible for the day-to-day administration of hospitals or the health and welfare services. But it should be able to weigh up the needs of the hospital service in its area against the needs of the health and welfare services. The party believed that only when there was one authority could there be such comparative judgment.

It was also considered that the day-to-day running of the hospitals and the health and welfare services should be at a "genuinely" local level.

Prescription charges

With only a medium majority, effectively 29, it would seem unlikely that the Government would touch prescription charges, either to put them up or down. The only excuse for putting them up would be to keep them in line with inflation, but that would be against their declared prices policy.

In the second list of Ministers, issued by the Prime Minister, was the appointment of Lord Aberdare, Minister of State, Department of Health and Social Security. Lord Aberdare's appointment appears to be one from outside active politics.

If experience is any guide, the man in charge of health matters is more important to pharmacy than the party in Government. We will always remember the striking differences between Powell and Barber, between Robinson and Crossman. We look forward to "enlightened" administration from Sir Keith and his junior Ministers.

BOOKS

Lewis's Pharmacology. *Revised by J. Crossland MA, PLD. E. & S. Livingstone, Teviot Place, Edinburgh.* 8 $\frac{3}{4}$ x 5 $\frac{3}{4}$ in. Pp. xv + 1359. 100s.

The book is the successor to the late J. J. Lewis's "An introduction to pharmacology" which reached three editions in only four years. Dr Crossland has expanded the text considerably and has also taken the opportunity to change the emphasis away from an "introduction" to make the work a fully comprehensive textbook.

There has also been a shift away from the chemical approach to the subject in favour of the physiological and theoretical aspects of pharmacology, and the new author expresses his intention to continue the process in future editions. However,

much of this has been accomplished by condensation of material into tables so that the information is still available.

Although no longer considered an "introduction," this edition of "Lewis" will be of value to pharmacy students as a work of reference, and has the advantages of explanation of terms for those to whom pharmacology is a new subject, and brief descriptions of the clinical conditions mentioned.

Decimal Pricing for Low Cost Products and Services. *David Dunbar, Frank Elsby (editors).* Gower Press Ltd, 140 Great Portland Street, London WIN 5TA. 10 x 7 $\frac{1}{2}$ in. Pp. 183 + index. 90s

The biggest impact of decimalisation on prices will be on low-cost products and services which is an area where decimalisation brings the worst problems. Each day it is calculated that over 50 million items costing less than 2s are bought in the UK. This book spells out the prob-

lems and shows how leading companies plan to solve them.

A change from 19s 11d to 99 $\frac{1}{2}$ p is hardly noticeable: a change from 3d to 1p may convert the retailer's small profit to a heavy loss; a change from 9d to 4p means the customer is paying 7 per cent more, but these are all officially recommended conversions. Disagreement with the customer will mean valuable time lost.

Solving the problems means planning in advance. This special study sets out to show how to make plans successfully, and what the consumer can expect in 1971.

Books received

Photographic Retailing. *André Page, AIP, ARPS, FRSA.* Hutchinson & Co (Publishers) Ltd, 178 Great Portland Street, London, W 1. Pp. 228. 45s.

Robert Whytt, the Soul, and Medicine. *R. K. French.* Wellcome Institute of the History of Medicine, 183 Euston Road, London NW1. 8 $\frac{1}{2}$ x 5 $\frac{1}{2}$ in. Pp 182. 45s.

ADVANCE PLANNING WILL EASE YOUR PAYROLL CONVERSION PROBLEMS

by E. C. Taylor, Twinlock Ltd

This is the last in a series of articles dealing with problems that may arise when switching to decimal currency.

Rather understandably, workers tend to be intolerant of mistakes in the calculation of their wages. Just as understandable are mistakes on the part of wage clerks if the calculations they are required to undertake for working out each worker's net wage become excessive. They have problems already and to these could be added conversion problems between two currencies that only have exact equivalents at one shilling, or 5p intervals.

Advance planning that reduces conversions and makes both wage clerks and employees conversant with the new system before the changeover will not only reduce the headaches of decimalisation, but make the rewards of an easier currency system available much sooner.

The most fundamental contribution you can make to easing the conversion problem is to agree rates with your staff that are exactly convertible. Certainly, any wages and salary reviews made between now and D-Day should be made in the light of exact decimal conversion.

The physical task of making up wages can be considerably reduced if fewer denominations of notes and coins are used. This can be achieved by the rounding-off of wage payments and, obviously, the changeover will be easier if the pre-decimalisation rounding off denominations are exactly convertible.

Obtaining the agreement of employees to a rounding off system will be more readily achieved if the system is properly explained to them and the rounding off is clearly shown on their pay slip.

Another way of reducing conversion problems is to make sure that the wages system you use is as modern and streamlined as possible. If you have more than 10 employees, you will find a one-writing system such as the Twinlock Payemaster extremely worthwhile. Such a system enables you to complete the three essential wage documents in one writing. The three forms involved are: Personal deduction sheet which replaces the P9 or P11; wages sheet which replaces the traditional wages book; and pay slip sheet which produces each employee's individual pay advice note and eliminates entries on the wage packet or the need for making additional entries on a separate slip.

Taking those steps will make a major contribution to a smooth changeover.

"On the day" conversion has the greatest number of advantages and these include:

- ☐ £p tax tables will be available.
- ☐ Graduated National Insurance contribution tables will be available in £p.
- ☐ National Insurance stamps will have a £p value.
- ☐ You can complete P45 forms in decimals. Employees will expect to be paid in decimal currency.
- ☐ It is likely that other records will have been converted to decimals, therefore there will be conversion involved in transferring totals to other records.

The only major objection to an "on the day" conversion is the work involved and the shortage of time available for the changeover. D-Day is on a Monday, payday for your employees is probably on a Friday or possibly a Thursday.

It is unrealistic to expect your wage clerks to work solely in £sd up to Friday and then plunge straight into a decimal system on their return to work on the following Monday. Prior preparation is obviously desirable, if not essential.

The expedients described here and in previous articles for reducing changeover problems should be implemented as soon as is reasonably possible.

Will such delay matter a great deal—after all, the planned conversion period is as long as eighteen months? It will. Delays in making the changeover will put you out of step with the banks and most of the rest of the commercial world. True, it is possible to undertake decimal book-keeping with the present £sd rulings, but there is a basic conflict between two and three column accountancy, and the sooner you are using the right stationery the easier you will find decimal book-keeping, the quicker you will get the rewards of the simpler currency system.

Advance familiarisation with the new system will make a real contribution.

A great deal of the changeover operation can be done in advance of the new system coming into operation. Calculations of basic, overtime and bonus rates in the new currency can be done in advance. If it has been possible to agree exact conversion rates in advance of the changeover, no problems will arise. Should this not be so and rates involving the existing penny are to be operative after D-Day, the conversion should be calculated on the rate of £0.00416 recurring and not by the use of tables.

Wages sheets for each employee showing his basic rate in decimals, his PAYE coding and his Graduated Pension and National Insurance contributions can be prepared in readiness for the changeover. The Inland Revenue and the Department of Health and Social Security announced in a statement on December 30, 1968, that PAYE will generally be expressed at 5p intervals and Pension and Insurance contributions will be to two places of decimals to avoid the use of the $\frac{1}{2}$ p.

At the changeover the following operations will be required:

☐ If you are using the official P9 or P11, conversion of these as instructed by the Inland Revenue.

☐ The following totals for each employee will have to be converted and the converted totals transferred on any new decimal personal deduction sheets: Total gross pay to date; total tax free pay to date and total taxable pay to date.

☐ It is important that the changeover is clearly indicated in your records (especially if you continue to use £sd stationery for a period after the changeover). Ideally the converted totals referred to above should be entered in red ink in a spare column but before you do this, make certain that you do, in fact, have a spare column—dependent on the day of the week that you pay your wages, you might have 53 pay days to accommodate. If you have no spare column, enter the converted totals in the top half of the next week's column in red, leaving the bottom half for the entry of that week's calculations in black.

The main advantage of changing over the payroll to decimals in advance of D-Day is that the changeover can be at a time of your choosing.

Most of the problems of working in two currencies can be largely overcome if you can implement some of the expedients mentioned at the beginning of this article. Your wages records will, of course, be kept in one currency only after your changeover and the actual mechanics of the changeover is essentially similar to that of a D-Day changeover.

Although an employee's wages would be calculated in decimals up until D-Day, he would be paid in £sd, and this would require a conversion calculation for each employee on the payroll. This drawback can, however, be completely overcome by rounding off so that net pay is equal to decimal coins already in circulation. For example, a net wage of £19.95 can be made up of one £10 note, one £5 note, four £1 notes and one 50p piece, four 10p pieces and one 5p piece.

The only major conversion problem that you cannot overcome is that until D-Day, P45 forms must be completed in £sd. This drawback is only significant if you have a very high turnover of staff.

At the end of each year various returns, such as the P9 or P11, P35 part A, and P45 have to be made. These can, however, be replaced by an Inland Revenue approved return that is part of a one-writing system with the advantage that the form filling is considerably reduced and copies of each return are automatically produced for the employee.

OPEN SHOP by E. C. Tenner

Action, not evidence, wanted

Most attacks made on the members of our Central Contractors Committee are so personal or so overstated that I end up by joining the defence. However, there are times when I despair of them. They have recently taken up with the Ministry the question of excessive prescribing, eg, three month's supply on one EC10 form. The Ministry, in reply, stated that they did not regard three month's supply, of, say, an oral hypoglycaemic as unreasonable, having regard to the demand on the doctors' time.

The reports do not give details of the discussion, but I should hope that they drew attention to the effect on the payment to contractors, and that, as a rule, it is the receptionists' time, not the doctors', that is involved.

But my real grievance is their appeal to contractors to submit evidence of waste, eg, return of unwanted drugs during the next two months. All of which, I would have thought, is a waste of time. Evidence, if it is needed, was collected in the Drug Amnesty Schemes which have been run throughout the country. I cannot remember the details, but one in

Cheltenham and one in North Shields collected amazing amounts of unwanted drugs, and recently Edinburgh collected sixteen hundredweights.

The fact that collections of this kind are being initiated by Medical Officers of Health and by Branches of the Society provides all the evidence that is necessary. A little less "caution" and a little more "go" by the Contractors Committee would inspire more confidence in them among the members.

Victoriana

A report in *The Times* gave details of a lunch given by Miss Barbara Cartland to launch a new elixir, "Ecstasy of Living" or some such curious name. Perhaps it was "Sextasy of Living", because apparently some aphrodisiac properties were implied if not claimed. But the report, in *The Times*, of the film shown in support of this new elixir was hilarious. Explorers were apparently shown hacking their way through dense jungles in all the far flung places in the world to obtain the herbs used in this product which is to be sold through health food stores. (To anticipate Miss Cartland, let me express

my pleasure that it is not going to be sold through pharmacies.)

This is a modern updated version of the copy which Victorian patent medicines pedlars used, and which we thought had been stamped out when secret remedies were outlawed, and disclosure made obligatory. Some new action is obviously necessary now, to protect the gullible. Would Medicines Commission please note?

Self selection

In a recent debate in the House of Lords, Baroness Summerskill, supporting automatic labelling, is reported to have asked the following question; "In view of the fact that every family in the country has a packet, bottle, or some container holding pills and powders and medicines unconsumed, would the Minister agree that it would be in the interests of the economy of the NHS to expedite this policy?" (of automatic labelling.) Baroness Serota, then Minister of State, Health, and Social Security, agreed; apparently unable to see that Baroness Summerskill is inviting the public to treat themselves from a selection of medicines previously prescribed—apparently, in this case, being quite willing for doctors to give up their absolute right to diagnose, and transfer their responsibilities to a completely untrained public.

What Baroness Serota and her successor must learn is that doctors in the House are not always infallible on medical matters, as fallible as the rest of society on social matters, and, as a rule, mostly wrong on pharmaceutical matters. If she had used that simple rule of thumb she might have thought before answering Baroness Summerskill.

For a Minister of Health to agree that people should treat themselves from a selection of unused medicines, labelled or not, is a serious matter, but to argue that they should do so to save the Health Service money, is a public disgrace.

THE RESEALABLE PVC SACHET

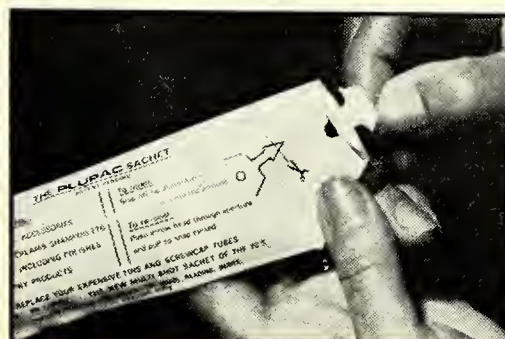
A simple but foolproof closure system for pvc sachets has been developed by Paynter Plastics Ltd, 29 Boulton Road, Reading, Berks. Known as Plupac, this patented device now means that a sachet (say, for shampoo) can be opened, the required amount of its contents released, and then sealed again securely and repeatedly until empty. Sachet applications have hitherto been severely limited by their "one-off nature" despite their attractive cheapness.

Plupac uses Bakelite PVC manufactured by Bakelite Xylonite Ltd. To open the sachet, the special arrow-head tip is snipped off at the dotted line. The contents are then released in the required amount.

To close the sachet, the arrow-head is pushed through the aperture, stopping the flow of liquid. The lug of the arrow-head are then pulled to snap close.

The manufacturers emphasise that the lugs of the arrow-head give a tight, unbreakable seal, even where heavy pressure is applied on the sachet. Its extreme simplicity and ease of manufacture make the sachet a very low cost item, with marked advantages over bottles and cans.

The sachet can be produced in any size or capacity. Paynters also offer the Plupac sachet with full-colour print; clear and coloured sachets can be produced.



COMING EVENTS

Tuesday June 30

Sunderland Branch, National Pharmaceutical Union, Rosedene Hotel, Alexandra Road, Sunderland, at 8 pm. Discussion session covering questions of withdrawal of bank holiday rota services, dissatisfaction with the present system of discounting, etc.

Wednesday July 1

South London & Surrey Pharmacists Golfing Society, Tandridge Golf Club, at 1.30 pm. Stableford competition for the Swindells Trophy and the Captain's Prize.

Thursday July 2

Northumberland & Gateshead Branch, National Pharmaceutical Union, Royal Turks Head Hotel, Grey Street, Newcastle 1, at 7.45 pm. Annual meeting.

Saturday July 4

Leicester & Leicestershire Branch, Pharmaceutical Society, Postgraduate Medical Centre, Leicester, at 8 pm. Champagne and strawberries party.

LETTERS

Short supply?

Recently I had an unpleasant scene with a patient who claimed that I had given short supply of a Fourth Schedule preparation. However, on checking, I found that of the three 30's I had in stock two contained only 19.

The manufacturers deny liability. It would be unusual if I was the only unlucky one. Any colleagues having a similar experience please notify the NPU.

Alan R. Stewart,
Burton on Trent

Price rises

I must protest strongly against another round of price increases by one of the cosmetic houses (Max Factor).

They increased the retail prices of their best-selling products in Creme Puff and Sheer Genius in February 1970, just four months ago when sales of these two items fell by 50 per cent. Are we now prepared to drop sales another 50 per cent, leaving me with sales one quarter of what they were in 1969! This position is ridiculous. Don't let Max Factor say they are putting this extra profit for them into advertising. This is fatuous.

Vincent Brady,
Whitehouse, N Ireland

Rpm questions

I believed before, during, and after, the case that rpm on medicaments was justified. Did you? And did you show that you did—by supporting the NPU fighting fund?

Do you still? and have you shown that you do—by supporting the NPU fighting fund. Have you?

Are you pleased with the judgment? And still the question is—have you? Are you pleased with yourself, if you have not?

For once pharmacy and the law travelled the same path, so dispel the thought that this is not your concern—just for long enough to support the NPU fund.

D. J. Blake,
Faversham, Kent

Drug misuse

May I add to the correspondence about smoking tincture of cannabis.

Mr J. A. Goulding (June 6, page 864) quotes "Drugs and the Police", where it says that this practice is legal. This, however, was published before the decision of the Recorder of Oxford on January 10, 1969.

The Judge ruled that if cannabis tincture is poured on to tobacco and allowed to dry the result is cannabis resin. Possession of this is illegal under the Dangerous Drugs Act, 1965. There have been no cases subsequently on this point, so this decision must remain a precedent of per-

suasive authority and would be likely to be followed in a Magistrates Court. It is submitted, however, that this is bad law and that High Court would not uphold an appeal against this conviction.

Even so, anyone who does smoke tincture of cannabis legally prescribed to him is running a risk of a penalty of up to ten years imprisonment.

Desmond Banks
Release, London, W 1

[Release is an organisation, established in 1967, to help young people charged with drug offences.]

Welsh Committee

May I refer to your comment on the delegate meeting of chemist contractor committees held at Porthcawl (last week, page 951). The reason why I, the only hospital pharmacist, attended was simply because I am a member of my local contractors committee and was nominated as a delegate. The invitations to this conference were sent out by the Central NHS Committee and obviously cannot at this stage be concerned with any business other than the extremely important and major issue of representing the chemist contractors and their employees.

It is for this reason that I objected to the title of the committee which should indicate its function more precisely and it was for this reason also that I proposed that only one hospital pharmacist was sufficient on the committee since his presence was more for liaison and information than any personal involvement with contractual matters.

I cannot believe that the committee in any way regards itself as representative of all pharmacists working in Wales. If such a representative committee were to be envisaged in the future, the method of election and representation would need to be much more wide and presumably hospital pharmacists would stake their claim in numbers together with other branches as indeed they do for the Council of the Pharmaceutical Society.

J. Fogg,
Rhyl

By appointment

Although I sympathise with Mr Phillips of Phillips Yeast (June 6, page 864), when he says that a sales force is costly to run and therefore representatives should "pounce," especially at lunch time, I think that Phillips do not realise that their salesmen are also entitled to a lunch break.

I find that they do not have one and, therefore, they work right through lunch: finish their work at 3pm and then, I suppose, go to eat or play golf etc — and still often report that they work until 5pm. If representatives were encouraged to have a lunch break they would be refreshed and work the full allotted time and be sharper in the afternoon.

Further, from my own experience, the representatives of Phillips that I have known have never made an appointment with me, as instructed by their company,

although I have given written indications about the times I am available to all their representatives.

Reps seem to think that, because they send a notification by post of their intended call in, say, the week commencing June 15, that this is enough! Their note informs me they will call Monday, Tuesday, Wednesday, Thursday, Friday or Saturday of any stated week and they hope that I will keep 40 hours of that week free for them and the same 40 hours for the other 10 or 20 representatives who send similar letters. When will they realise it is to their advantage to conform to an appointments system?

Middlesex pharmacist

Script tip?

I recently received the Drug Tariff for prescription payments and note the prices —2s 6d for dispensing a prescription!

I have just tipped my hairdresser 1s and the waiter 2s. I am sure 2s 6d would be the tip for the porter to carry my luggage over the bridge.

Is it not time we really got an economic payment in 1970—four years in college, plus years of experience, then a reward of half-a-crown (now extinct)!

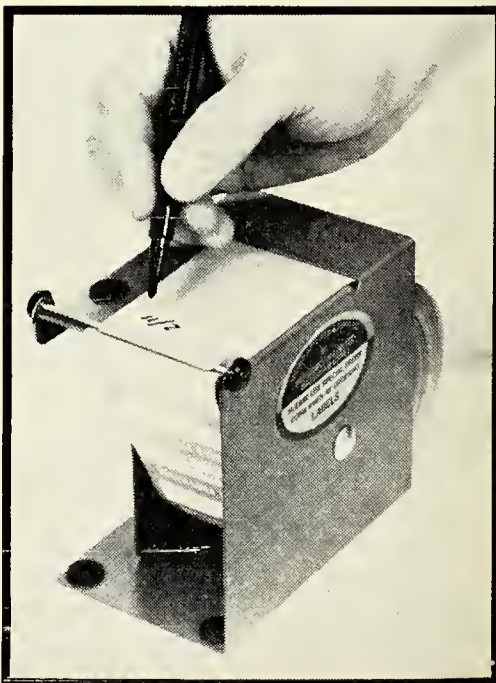
G. H. Wright,
York.

Equipment

Pre-printed label dispenser

A new type of pre-printed label dispenser is being marketed by Paperwork Ltd, Church Street, Dagenham, Essex. In the Ryton dispenser self adhesive labels are pulled from the container and are peeled ready for fixing to the article. There is a platform provided for writing prices if required.

Labels may be pre-printed with the name of the company or goods for sale. Price about £3, according to the number of labels ordered.



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Lilac.....	...tens 2/8	...doz 4/9
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PROFESSIONAL NEWS

Pharmaceutical Society
of Great Britain

Two viewpoints on unit pack dispensing

Is unit pack dispensing an out-of-date concept, or are such packs rational and convenient? Both points of view were put to members of the Pharmaceutical Society's Scottish Department at their annual meeting in Edinburgh on June 10.

The viewpoint of industry on unit pack dispensing was given by Mr A. G. Shaw, secretary, Association of the British Pharmaceutical industry.

Having explained that he took the terms "unit pack dispensing" and "original pack dispensing" which was adopted when discussed by the industrial practice sub-committee of the Pharmaceutical Society's Council to mean the supply of a pharmaceutical product to the patient in the form in which it is packaged by the manufacturer, Mr Shaw recalled that the case for original pack dispensing had been argued by Mr A. Chamings at the British Pharmaceutical Conference 1957.

Mr Chamings' analysis of the situation seemed correct and, eventually, the policy he advocated would become more generally accepted in the United Kingdom.

When Mr Chamings wrote his paper, 50 per cent of National Health Service prescriptions were speciality products. As he forecast, the trend continued and the figure is now between 75 and 80 per cent.

The newer, more potent products were more complex in chemical composition than the remedies they replaced and critical control is required during manufacture. That, and the fact that formulation played an important part in ensuring the effectiveness of modern therapeutic agents meant that the use of manufacturers' packs has already become accepted practice. No pharmacist considered it unusual to supply a pressurised aerosol in the manufacturer's pack, a tube of ointment, sterile eye drops and so on.

The same situation did not yet exist in the field of tablets and capsules but even there the manufacturer's pack was becoming established because it is the rational and most convenient form of presentation for the patient.

In Europe original pack dispensing had been the accepted procedure for many years and Continental practice had been taken into account in one of the directives issued by the European Economic Commission on the manufacture of pharmaceutical speciality products. If the United Kingdom application for membership of the European Economic Community is successful, account will have to be taken of the existing directives in operation in Common Market countries.

In hospital pharmacy, if the trend towards pre-packaging proved general it would be sensible to try and standardise packs and, subsequently, to mechanise the packing operation, with a logical extension to packaging in the longest possible runs.

That would require expertise and



Mr A. G. Shaw

machinery that could probably best be supplied by the industry.

Within the last year, ABPI had been looking at proposals put forward by the Ministry of Health Hospital Pharmacists Consultative Committee in relation to standard packs for hospitals. The potential practical problems should not be minimised. For example, pack sizes required by hospitals may be quite different from those now produced by the industry which must be related to the requirements of general practice. However, it indicated another trend that may lead to the use of packs supplied by the manufacturer.

Mr Shaw referred to a report by a working party of two representatives from industry and two from the Society's Industrial Practice Sub-committee which had defined the purpose of packaging for pharmaceutical products, as being to ensure the protection of a medicine against chemical, physical and biological hazards and to provide a reasonable degree of protection against mechanical hazards. It must also not react with the ingredients of the medicine.

Whether or not a product that was not supplied in the manufacturer's original pack would accord with those requirements depended on several factors. Deterioration or contamination might occur during transference from a bulk container to a smaller pack. Sterility was assuming increasing importance in relation to topical preparations.

There seemed little point in the pharmaceutical manufacturer going to considerable lengths to achieve that end if

the product is then handled in conditions, or by methods that largely vitiate the care taken.

Special instructions or warnings to the patient could more easily be printed and form part of a package than for a pharmacist to try and compress the information onto a label of limited size.

The acceptance of original pack dispensing would result in a number of practical problems in connection with dispensing practice. For example, a pack containing a specific quantity might not represent the quantity prescribed. However, examination of the nature of the product, its use, and the quantities most frequently prescribed could remove some of the difficulties.

Antibiotics for instance already have a well-accepted dosage regimen. Antibiotic suspensions should be fairly easily translated into an equivalent quantity of tablets or capsules for the same type of product, he said.

The working party's report suggested that packs might be standardised, for example, at 10's, 30's and 100 which would give a reasonable degree of flexibility to the prescriber and to the pharmacist and once the principle of original pack dispensing had been accepted, the length of the course and the pack size could be taken into account by a manufacturer when introducing a new product.

The successful introduction of such a scheme would require co-operation by both the medical and pharmaceutical professions. The smoothness of the change to the metric system, however, suggested that a procedure for prescribing original packs would present little difficulty.

For the pill, yes: For iron, no

Speaking against unit packs, Mr J. P. Kerr, a member of Council, said that the one great boost for this type of pack was the appearance of the "Pill." Failure to take one "Pill" could have results of disastrous magnitude to overwrought women and manufacturers wanted their claims of 99.9 per cent effectiveness to be realised. Thus, the neat, but relatively expensive, unit packs were devised, and were universally acceptable in this field.

No one could object to a "calendar" or unit packing where it was vital to the patient's welfare that not one dose should be missed.

However, the next field to be exploited for unit pack presentation was that of the iron tablet. Market saturation had almost been reached, and little evidence could be adduced to support one in favour of another of the available preparations. If it were to be followed into other fields the doctor would be asked to choose among a multiplicity of equally effective, or, in some cases, ineffective, drugs, in glossy, bubble or calendar unit packaging.

The basic problem: tailored dosage

Continued from p991

It would be a pity if the attention of pharmacy was diverted from the real problem of tomorrow. That was not unit dosage, but individually tailored dosage. Goodman and Gillman had written, "the problem of drug toxicity has increased, and is now considered the most critical aspect of modern therapeutics" and, "Stated therapeutic dose of a drug must be viewed only as the dosage for an average patient, as that from which to estimate the dose for an individual patient."

The tragedy of the thinking of unit pack presentation is that we have not learned from our immediate past, said Mr Kerr. With new understanding of factors affecting individual variation and with a whole new concept of drug utilisation opening up, responsible pharmacists should be seeking methods of ensuring that at all times dosage should be tailored for the individual.

Fundamentally the case against unit packs is that their concept in presentation of potent and possibly toxic drugs is out of date, he argued. Anyone who thought the idea of individual dosage fanciful should think of insulin, which no-one would prescribe without an assessment of the individual's needs. If over-dosage of other drugs could be as easily demonstrated as those of insulin everyone would accept the need for individual assessment. Because, except in a few cases, it was not, possibly undesirable effects were tolerated.

It was ridiculous that a patient could have either 100mg or 250mg of a drug because those were the sizes tableted. Other methods of drug presentation would have to be devised, with the manufacturers perhaps supplying the processed material to the pharmacist who would then require small scale machinery to enable him to tablet or encapsulate the required exact dosage. There would seem to be no other way apart from liquid presentation to achieve the variation required and the operation was certainly not beyond the pharmacist's technological ability.

As a first step industry, together with the government if necessary, should establish an experimental laboratory to assess exactly the needs of patients in relation to drugs. Pharmaceutical engineers should be able to produce automated processes for monitoring blood and body fluid levels to assess individual utilisation of drugs, and thereby establish individual dosage. If that could be done, regional laboratories would have to be set up. One effect would be to draw attention to the fact that prescribing of modern potent drugs has its dangers.



Mr J. P. Kerr

Pharmacist's final responsibility ignored

The pharmacists's responsibility for checking on what he issues, Mr Kerr's attack on the inflexibility of current unit dose packaging and the most suitable form of packaging all figured in the discussion on the two papers.

Mr D. C. Mair, Kilmarnock, thought that the one aspect of the subject Mr Shaw had missed was the final responsibility of the pharmacist for handing the medicine to the patient. Mr Shaw had assumed infallibility in labelling for the industry but the pharmacist needed some means of checking that the original pack contained what it was said to contain.

Mr Shaw replied that pharmacists accepted that the contents of vials of insulin were in accordance with the labels and there was no question of assaying material coming from the manufacturer.

Mr S. W. Herd, Biggar, feared that original pack dispensing could lead to the distribution of such packs without any pharmaceutical control.

Mr Kerr's suggestion that current forms of unit dosage were inflexible had been noted by Dr J. Chilton, Glasgow, who was intrigued by the do-it-yourself capsule equipment. He was, however, not sure of its practicality. If, say, four strengths (not all multiples of each other) of a tablet were available, the prescriber would have a suitable dose range to work from. It was unlikely that a general practitioner

could work out individual dosage schemes with any great accuracy.

Mr Kerr replied that the revolution in packaging would allow a revolution in dosage presentation. The doses for many potent drugs were now expressed as milligrams per kilo body weight and it was the responsibility of the prescriber at least to weigh the patient and express the dose in such terms. Patients might do equally well on a dose considerably smaller than the one they were taking — a consideration that directly affected the pharmacist in checking dosage.

Mr Kerr had been speaking of potent drugs, but many drugs were not potent or toxic said Mr W. C. D. Bain, Aberdeen. Much labour was expended on breaking bulk stock and anything that could be done by industry to cut the work-load in the pharmacy would be welcome, so long as the pharmacist still had the final responsibility of handing over the medicine to the patient.

Mr J. Myers, Edinburgh, agreed with Mr Kerr on dosage. If it was assumed that the manufacturer knew more about his product than did pharmacists the question was — how should the preparation be packed? Should it be in paper bags, strips of metal foil or bubble packs?

Mr Kerr thought that a clinic could be established where the doctor could have routine tests done to help him estimate the appropriate dosage and this could then be dispensed by the pharmacist provided there was flexibility in unit dose. Pharmacists might accept the easy way but he wanted to be sure that the manufacturers were aware of the dangers.

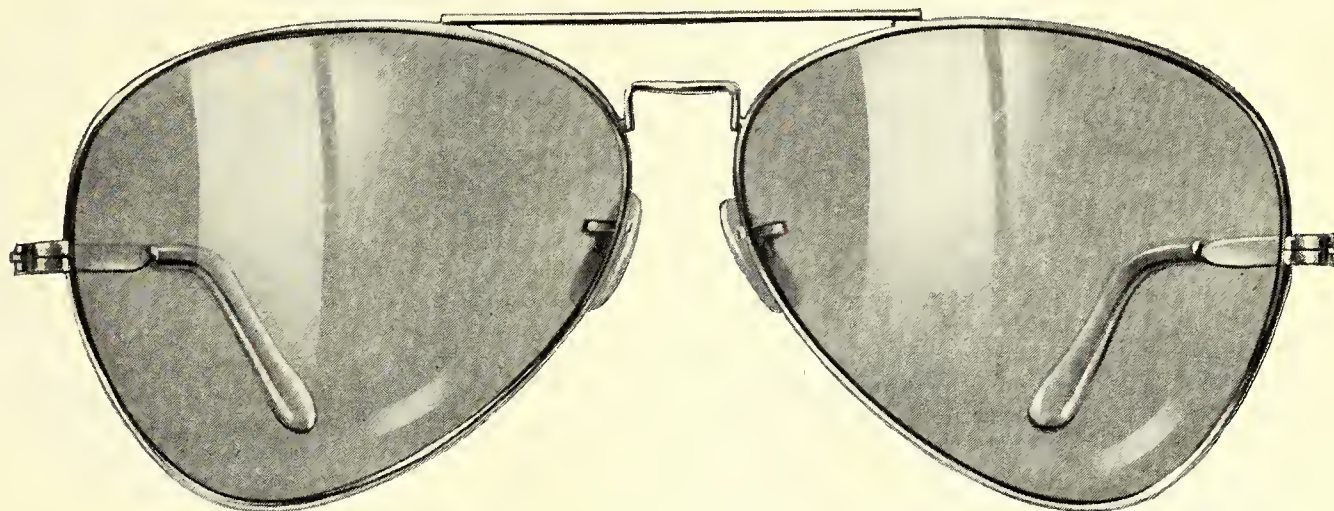
Mr Shaw welcomed the comments on general packaging, but, he asked, what would be the best presentation. The responsibility was on the pharmacist. Did they want bubble packs? Mr Calder said that this might well be the answer. Dr Chilton was right in that a variety of strengths would provide doses suitable for each individual patient.

Mr Kerr pointed out that bubble packs still involved standard doses. Did pharmacists want unit packs in several strengths and if so was it economically possible for the manufacturer to provide so many strengths. Mr Shaw agreed there would be many problems economically, but was not satisfied that there were many chemical entities requiring this very fine gradation of dosage. It was unlikely that under other than industrial conditions the required uniformity of size and weight could be obtained.

Mr M. Taylor, Lairg, pointed out that for five years in Norway, every raw drug had been tested by the pharmacist and preparations of any strength could be prepared on the premises.

Dr Chilton did not see how any pharmacist could afford the necessary equipment to carry out official tests on all medicaments. It would seem easier to get flexible dosage than is now available if strengths of, say, 25 mg, 60 mg and 150 mg were available. The problem then would be that the patient would not take the proper number of tablets said Mr Shaw. It was so much simpler for the patient to take one tablet at a time.

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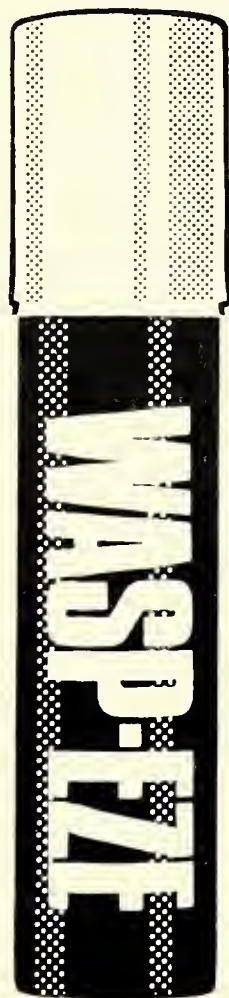
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MARKET NEWS

Pepper rises on shortage reports

London June 23: Reports of shortage from the Far East combined with United States interest caused a rise of 7½d per lb for spot supplies of black Sarawak pepper during the week. The white form rose sixpence to 4s 6d per lb.

Interest during the week centred on such new crop items as senega and white squill. The former declined threepence per lb on the spot to 26s 6d per lb and white squill dropped to 24½s per cwt.

Conditions elsewhere were generally quiet. In essential oils spot lemongrass dropped 2s 6d per kg, Brazilian peppermint dropped threepence to 17s per lb and supplies for shipment to 16s 9d. Citronella was also down but eucalyptus for June-July shipment rose sixpence per kg to 11s 6d.

Shipments of Tinnevely senna from Tuticorin during May in tons were as follows:— Leaves, to United Kingdom, 1; United States nil; Europe 42. Pods, to United Kingdom 2, United States, nil, Europe 15.

Pharmaceutical chemicals

Adrenalin: (Per g). Synthetic 1-kg lots, 1s 2d; 500 g 1s 4d acid tartrate, 1 kg 10½d; 500 g 1s.

Aloin: 50-kg 118s kg.

Aminacrine hydrochloride: £25 kg.

Ascorbic acid: (Per kg) 1-kg 31s; 50-kg 25s. Coated plus 1s 6d; **Sodium ascorbate** plus 4s 6d.

Atropine: (500-g lots per kg) alkaloid and methonitrite 1,304s; methylbromide 1,284s; sulphate 1,058s.

Amphetamine: Base £8 per kg in 5-kg lots; sulphate £6; **Dexamphetamine** £13 10s per kg for 10 kg.

Benzocaine: 50-kg lots 27s 4d kg.

Brucine: (Per oz) sulphate 10s; alkaloid 12s 6d for 100-oz.

Caffeine: (50-kg) Hydrate BP 33s. kg.

βCarotene: Suspension 20 per cent 334s 6d kg.

Cyanocobalamin: Up to 200-g lots 42s per g.

Cinchocaine hydrochloride: £42 10s kg.

Digoxin: 10-g lots are 41s per g.

Ephedrine: (25-kg per kg) Alkaloid 229s 3d; hydrochloride 178s; sulphate 183s 9d.

Emetine hydrochloride: £450 kg :—bismuth iodide £212 10s.

Ergometrine maleate: (Per g) 5g 144s; 10g 138s.

Folic acid: £36 kg delivered.

Ferrous phosphate: In kegs 7s 11d kg.

Glucose: (Per ton) monohydrate; powder £79; anhydrous £150 10s; liquid 43; Baume, £62 (5-drum lots).

Homatropine: (500-g) Alkaloid 1,182s kg, hydrobromide 935s; hydrochloride 1,106s; methyl bromide 973s; sulphate 1,145s.

Hydroxocobalamin: 105s per g.

Hyoscine hydrobromide: £314 5s kg.

Hyoscyamine sulphate: 1 kg £55 10s.

Iodides: (Per kg) Potassium 28s 7d for 250-kg. lots.

Iodine: Crude 24s 2d kg; 50-kg resublimed 40s kg.

Iodoform: (per kg) powder 50 kg 67s 5d; crystals. 6s 6d more.

Isoprenaline sulphate: 5-kg 273s kg.

Kaolin: Light, 500-kg 1s 3d kg; 1,000-kg 1s 2d kg.

Menaphthone: 100-kg lots £6 kg; **Aceto menaphthone:** 112s 6d; **menaphthone sodium bisulphite** (vitamin K) 72s 6d.

Methyl salicylate: 250-kg 8s 5½d. kg.

Nicotinamide: (Per kg) 1-kg 34s 6d; 50-kg 29s kg.

Nicotinic acid: 1-kg 30s; 50-kg 24s 5d kg.

D-Panthenol: 180s kg; 5-kg 170s kg.

Paracetamol: 1,000-kg lots 22s 4d kg; 10,000 kg 21s 4d kg.

Phenacetin: 1,000 kg 14s 8d kg.

Phenazone: 1-cwt lots 9s 6d per lb.

Phenolphthalein: 250-kg lots 18s 9d kg.

Physostigmine: (100-g lots per kg); salicylate £686 13s 6d; sulphate £878 14s 6d.

Pilocarpine: 1-kg lots hydrochloride £78 19s; nitrate £77 17s.

Piperazine: Under 50 kg; adipate 19s 3d kg; citrate 18s 6d; hexahydrate 13s 3d; phosphate 20s 6d; tartrate 19s 6d.

Pyridoxine: (Per kg) 170s; 5-kg tin 167s kg. 25kg drum 165s.

Quinidine: sulphate 21s 8d per oz for 1,000-oz lots. Alkaloid 17s oz (500-oz).

Quinine: In 25-kg lots (per kg) sulphate 402s 7d; hydrochloride 496s 9d; bisulphate 405s 8d; dihydrochloride and alkaloid 540s 11d; hydrobromide (14 kg lots) 549s 8d.

Riboflavin: (kg) 5-kg lots 168s; 25-kg 166s.

Saccharin: BP powder 1 lb and over 15s 6d per lb. sodium salt BP 14s.

Sodium pantothenate: 125s kg; 5-kg 122s kg.

Strychnine: (100-oz) alkaloid 7s oz; sulphate and hydrochloride 6s.

Sulphur: (ton) precipitated £130; roll £40; sublimed £85.

Theobromine: Alkaloid 150s kg delivered in UK powder 24s 3d.

Vitamin E: (Kg) 10-100-kg lots 224s; 25 per cent dry powder 92s.

Theophylline: (50-kg) BP 39s 3d per kg; hydrate 39s 3d and aminophylline 28s 3d per kg.

Thiamine: Hydrochloride and mononitrate 147s kg; 5-kg 145s kg; 25-kg 143s.

Vitamin A: Oily 1m international units per gm, 1-9-kg 163s kg; 10-50-kg 158s kg.

Vitamin D: Powder for tableting, 850,000 i.u. per g. 155s per kg. Crystalline see under calciferol.

Zinc carbonate: BPC 25-kg sacks 5s 2d kg.

Zinc chloride: BPC 1959 sticks 23s 4d per kg. granular £125 metric ton.

Zinc peroxide: 1-cwt lots of BP 1953, 5s 3d per lb.

Zinc sulphate: monohydrate £58 per 1,000 kg; heptahydrate £35.

Crude drugs*

Aloes: (cwt) Cape primes 290s; 270s cif. Curacao 725s spot nominal, 700s cif for August-September shipment.

Agar: Kobe No. 1, 18s 6d, cif; European 16s lb.

Buchu (round) 36s spot, 34s 6d, cif.

Cinnamon: Seychelles bark 265s cwt; 260s cif Ceylon quills (cif) four O's 8s lb, two O's 6s 6d; seconds 5s 1d, quillings 4s.

Cochineal: (Per lb) Tenerife silver grey 48s spot, black 65s nominal. Peruvian silver grey 45s nominal.

Gentian: Root 390s per cwt spot; 375s cif.

Gums: (Per cwt) **Acacia:** Kordofan cleaned sorts 290s spot; 275s cif. **Karaya:** No 2 faq 460s spot; 440s cif. **Tragacanth:** No. 1 spot £300 No. 2 £275.

Jalap: Mexican 15% 8s lb, cif.

Menthol: (lb) Chinese 60s spot; 59s, cif; Brazilian 36s, spot, 35s 6d cif, for June-July shipment.

Pepper: Sarawak white 4s 6d spot; black 4s 5d cif, spot 3s 9d, 3s 7d cif.

Quillaia: Spot 350s cwt; 320s cif.

Seeds: (Per cwt) **Anise:** Star, 170s, Spanish green 245s spot. **Caraway:** Dutch 172s 6d spot. **Celery:** Spot 1250s Indian, new crop July-August 420s, cif. **Coriander:** Moroccan 87s 6d spot, new crop for June-July shipment 81s, cif. Rumanian 82s 6d cif.

Cumin: Syrian for June-July shipment 230s cif. Chinese for July shipment 1953 (per metric ton).

Dill: Chinese 130s duty paid shipment, no offers.

Fennel: Chinese 95s per kg (50 kg lots).

Fenugreek: Moroccan 70s spot 60s cif. **Mustard:** English 37s 6d-90s as to quality.

Senega: Canadian 26s 6d; shipment 25s 6d, cif. lb, for July-August shipment, Japanese 20s in bond; 18s, cif.

Squill: White. New crop for August-September shipment 260s cif.

Styrax: 24s 6d spot; 24s cif nominal.

Waxes: (Per cwt) **Bees:** Dar-es-Salaam, spot nominal; 725-730s cif nominal. **Candelilla:** 560s spot; 540s cif. **Carnauba:** fatty grey 350s spot; 320s cif; prime yellow 550s spot; 520s cif.

Essential and expressed oils*

Bergamot: New crop top grade 88s lb.

Citronella: Ceylon 6s 10½d per lb spot; 6s 7d cif. Chinese 9s 1½d spot, 9s 1d, cif.

Eucalyptus: Chinese 80-85 per cent 12s kg in bond; 11s 6d cif for June-July shipment.

Lemongrass: 60s per kg spot; 51s 6d cif.

Peppermint: (Per lb) **Arvensis** Chinese spot 18s; 17s 5d cif. Brazilian spot 17s; 16s 9d cif. American **piperita** 35s 6d to 40s cif.

Rosemary: Spanish 13s 6d; Tunisian 11s 6d lb. spot.

*Prices obtained by importers or manufacturers ex warehouse for bulk quantities.

TRADE MARKS

Applications advertised before registration 'Trade Marks Journal' June 10 No. 4789

Polylady, 925,251, by Thera-Chemie Chemisch-Therapeutische GmbH, Düsseldorf, Germany. For preparations for the hair (3)

Monicasimone, B934,828, by Monica Simone Cosmetics Inc, Brooklyn, New York, USA. For cosmetics (3)

Hiltone Perfectly Fair, 937,261, by Beecham Group Ltd, Brentford, Middlesex. For dyes for lightening the colour of the hair, and bleaches for the hair (3)

Just Dew, 946,054, by Boots Pure Drug Co Ltd, Nottingham. For non-medicated toilet preparations, perfumes, soaps, cosmetic preparations, dentifrices, depilatory preparations, toilet articles, preparations for the hair, shampoos and essential oils (3)

Gain Fashion, 948,407, by Clynol Ltd, High Wycombe, Bucks. For preparations for the hair (none being soaps) (3)

Mycbromol, 925,316, by Medimpex Gyogyszer-külkereskedelmi Vallalat, Budapest, Hungary. For pharmaceutical preparations and substances, all consisting of or containing bromine or compounds of bromine (5)

Sea Breezes, 933,039, by W. B. Cartwright Ltd, Nottingham. For air freshening preparations (5)

The Crystal Glazes, 937,464, by Studio Cosmetics Ltd, Havant, Hants. For deodorants (5)

Betacard, 939,049, by Beecham Group Ltd, Brentford, Middlesex. For pharmaceutical and sanitary preparations and substances (5)

Amlipan, 943,050, **Lypan,** 943,053, by Weddel Pharmaceuticals Ltd, London EC 1. For pharmaceutical preparations for human use in the treatment of digestive disorders (5)

Wedzyme, 943,054, by Weddel Pharmaceuticals Ltd, London EC 1. For pharmaceutical preparations derived from, or containing, enzymes, for human use in the treatment of digestive disorders (5)

Vaseline, 943,851, by Chesebrough-Pond's Inc, New York, USA. For pharmaceutical and veterinary preparations and substances; deodorants, air freshening preparations; sanitary substances; and for medical and surgical plasters, material prepared for bandaging; insecticides, disinfectants and antiseptics, all being goods for export from the United Kingdom other than for export to the Republic of Ireland and the Channel Islands (5)

Agma, 947,114, by Imperial Chemical Industries Ltd, London SW 1. For pharmaceutical preparations for human and veterinary use; medicated additives for animal foodstuffs (5)

Fore (device), B947,582, by Bellair Cosmetics Ltd, Winsford, Ches. For deodorants (5)

Nokemyl, 949,168, by Janssen Pharmaceutica NV, Beerse, Belgium. For pharmaceutical preparations (5)

Consonar, 949,895, by CIBA Ltd, Basle, Switzerland. For pharmaceutical preparations and substances for human and veterinary use (5)

'Trade Marks Journal' June 17 No. 4790

Candle Mist, Candlemist, 915,293-94, by Beauty Counsellors of London Ltd, Newhaven, Sussex. For face powder and foundation preparations, all being cosmetic or non-medicated toilet preparations (3)

Allmine, 933,889, by Schieffelin & Co, New York, USA. For perfumes, cosmetics, soap and non-medicated toilet preparations (3)

Alberto for Brunettes Only, B934,048, by Alberto Culver Co, Melrose Park, Illinois, USA. For preparations for brown hair (3)

Savenborg, 936,694, by Chateau d'Or Ltd, London N 8. For cosmetics, non-medicated toilet preparations, perfumes, essential oils, soaps, preparations for the hair, dentifrices, depilatory preparations and toilet articles (3)

Molitg (device), 943,488, by Biotherm-Molitg-les Bains, Paris, France. For perfumes and perfumed non-medicated toilet preparations; soaps, essential oils, hair lotions and cosmetics; and dentifrices (3)

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Applications are invited for a vacancy
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Chief Pharmacist,
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to whom applications should be
made naming two referees.

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required, 5 day week. Salary £31.5.0d
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Post offers varied experience in a
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MIDDLESEX RETIREMENT. Established family business, normal hours, lunch time closing. Lease. NHS 8/900 per month. Double fronted premises, storage, living accommodation over (2 beds., etc.,) Turnover estimated £12,000. Price asked £403 for f. & f. + s.a.v. (London Office).

MIDDLESEX. Family estate pharmacy, turnover 1970 £15,727 (incl. NHS £5,668), double fronted premises, storage. Lease. Hours 9 to 6, no rota duties. Vendor wishes to concentrate on other business interests. Offers invited for goodwill, with stock and fixtures at valuation (about £3,150). Early sale desired. The business would also be sold as a Drug Store if required. (London Office).

DERBYSHIRE DRUG STORE. Excellent opportunity for conversion to pharmacy (near doctors). Present turnover approaching £10,000 per annum. Easily run, spacious premises, good agencies. Freehold £6,000. (Mortgage if required). Goodwill £1,000, f. & f. £500, s.a.v. estimated £3,500 but could be reduced. Any trial given. (Walsall Office).

BRIGHTON DRUG STORE. Well established business in town centre, heavy seasonal passing trade. Present turnover about £19,500. Double fronted lock-up premises. Lease. Good agencies. Price £2,000, + s.a.v. (London Office).

ORRIDGE AND CO.,

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EAST LONDON. Middle and working class business in good position close to new blocks of flats. Doctors in close vicinity. Turnover this year approximately £40,000. Scope. Heavy N.H.S. dispensing. New lease at £850 p.a. Ill health reason for sale. Price required £8,750 or near offer. S.A.V. Sole Agents.

OXFORD. Retirement. Unopposed middle class family business in present hand 21 years. Turnover approximately £26,000. Scope. Good agencies. Beautifully fitted shop. Rent £600 p.a. Lease available. Price required for lease, goodwill and very attractive fixtures and fittings £9,500 s.a.v. Sole Agents.

TASMANIA, AUSTRALIA. Lock-up shop situated in shopping area. Turnover last year 42,000 Australian dollars. (Australian dollar worth 9s. 3d.) Modern fixtures and fittings. Lease at reasonable rental. Price required goodwill, 4,500 Australian dollars, stock and fixtures at valuation. Passage can be arranged as can living accommodation. Sole agents.

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Old established manufacturing and wholesale chemists with retail branch. Small but effective manufacturing plant for mixing, filling, capping and labelling. Main product being proprietary medicine. Semi national distribution to multiples, Co-ops and wholesalers. Former brand leader. Sales declined due to lack of advertising and representation. Contract packaging for export also in hand. Large volume. Order acceptances limited by production capabilities. Wholesale division small but enormous potential due to ideal property location. Retail run as drug store, but scope for pharmacy in growing area. Large modern detached freehold property with some land for alterations or additions. Approved for light industrial manufacturing, wholesale and retail use. Luxury flat over but would convert to offices. Two garages. Price for property, goodwill, all manufacturing machinery, equipment, utensils, delivery van, fixtures, fittings etc., £19,500 S.A.V., **Box Number 1659.**

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NOTICES

S. K. R. Patel, B.Pharm., MPS.,

96 Chester Road North,

Sutton Coldfield,

Warwickshire.

Tel: 021-356 4645

seeks election as a Director for Stanley Weston Group ('Westons') at the Annual General Meeting scheduled at the Grand Hotel, Sheffield on 10 July 1970 at 10.15 a.m. Besides seeking your vote he will act as your proxy (a letter appointing him will suffice) to raise any questions or queries and vote for you as instructed. Shareholders please contact him urgently.

WAR ON WANT

Medical Department

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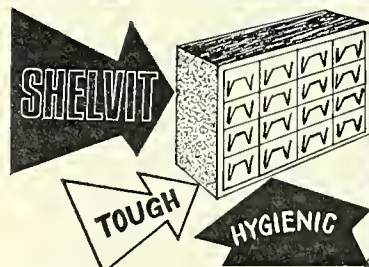
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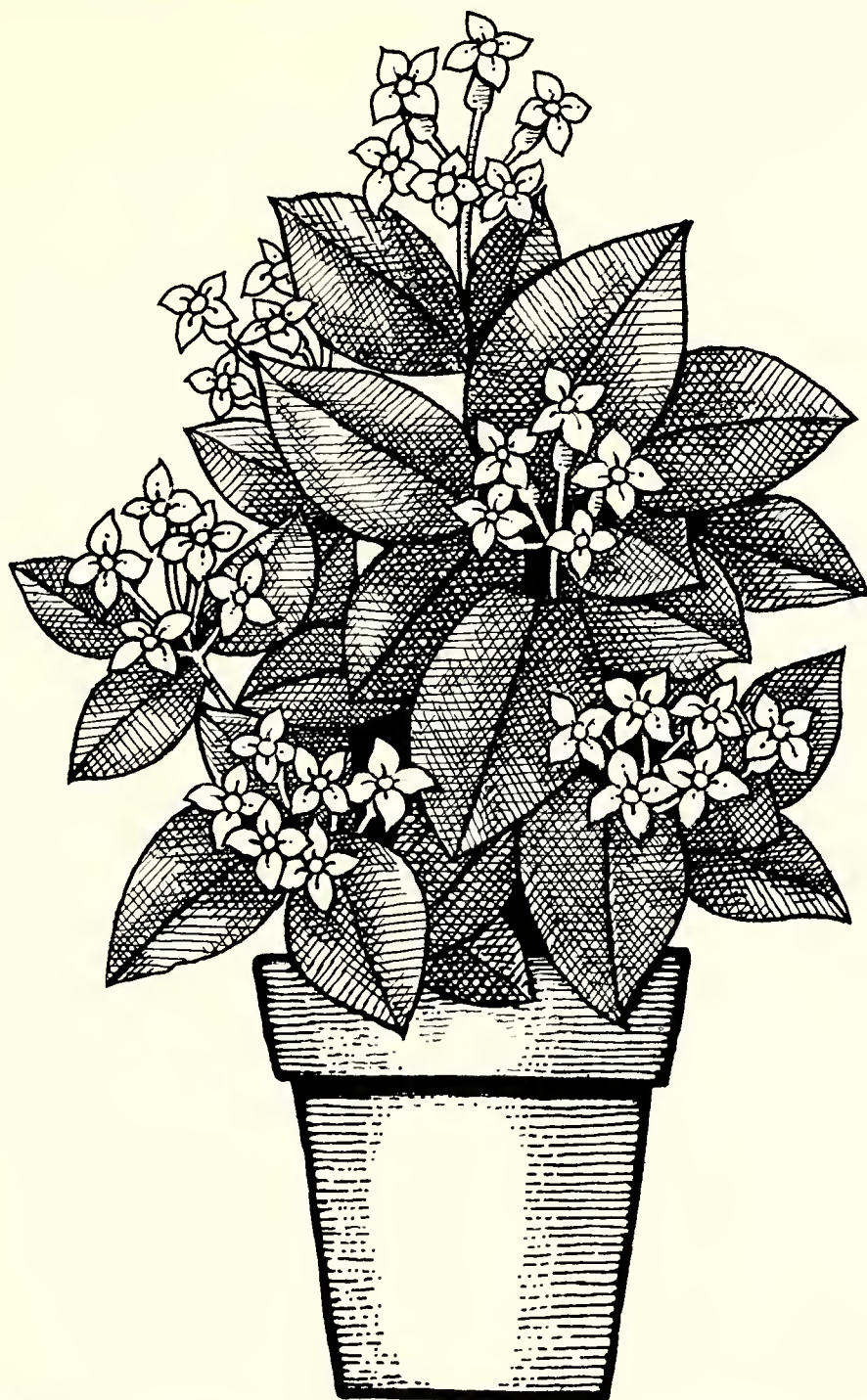
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